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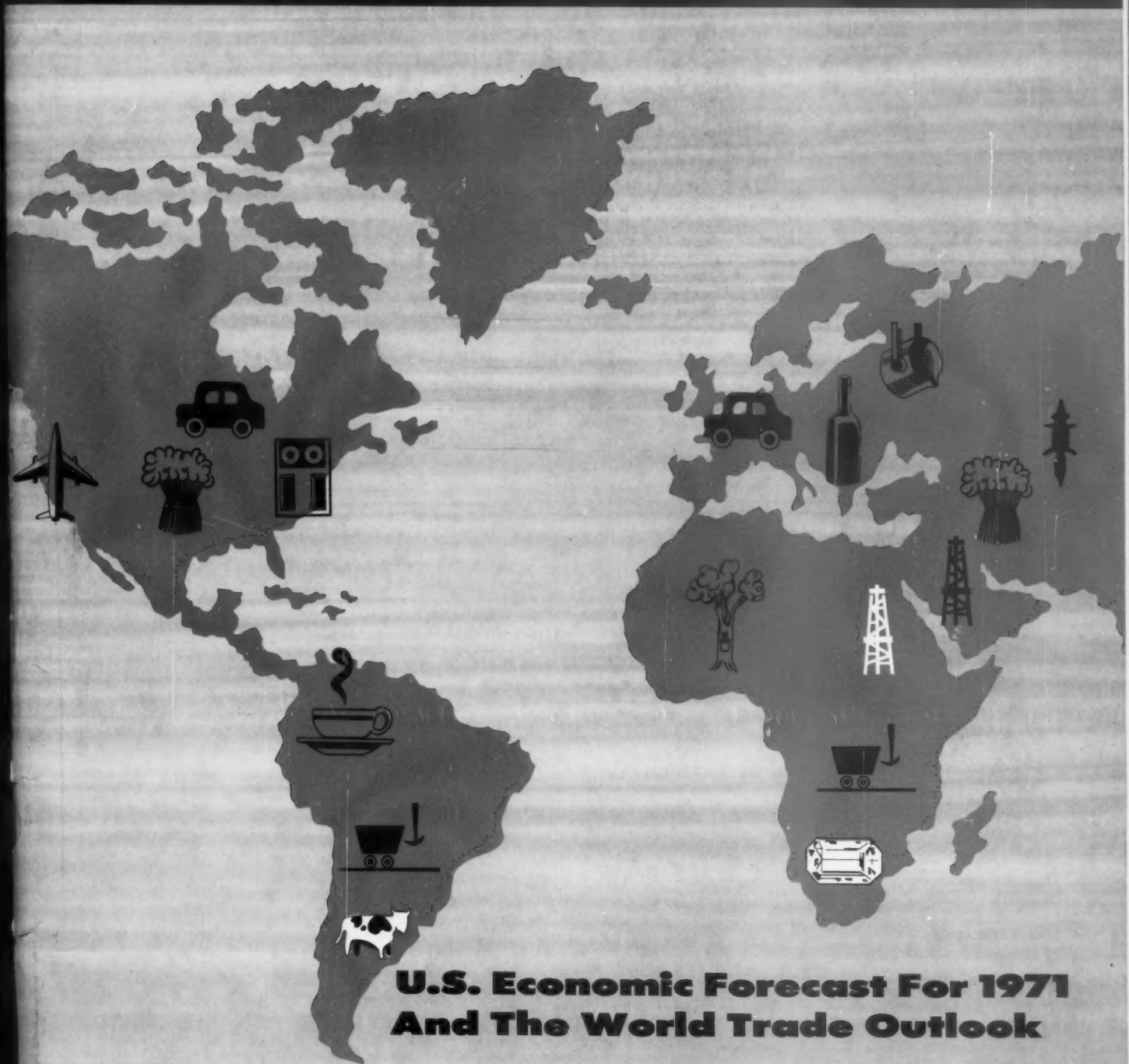
Incorporating *International Commerce*

JANUARY 11, 1971

Commerce Today

Coming Developments in Business and Technology



U.S. Economic Forecast For 1971 And The World Trade Outlook

FROM THE
SECRETARY

The President's Predictions For 1971—And 1972

This is the time of year in which all of us try to look forward to the kind of year that lies ahead just as we are doing in this issue of *Commerce Today*. With that in mind, I would like to dedicate my page in this issue to the comment President Nixon made in his televised interview with members of the broadcast media Monday evening, January 4. His words should be an inspiration to us all. Here they are:

". . . this is the prediction: 1971 is going to be a year of an expanding economy in which inflation, the raise—the rise in inflation is going to continue to go down; in which unemployment, which is presently too high, will finally come under control and begin to recede.

"1971 in essence will be a good year, and 1972 will be a very good year.

"Now, having made that prediction, I will say that the purpose of this Administration will be to have an activist economic policy designed to control inflation, but at the same time to expand the economy so that we can reduce unemployment, and to have what this country has not had for 20 years, and that is a situation where we can have full employment in peacetime without the cost of war and without the cost of excessive inflation."

The Department of Commerce pledges to do everything possible to help bring this prediction to full realization.

Maurice H. Stans

Commerce Today

Incorporating *International Commerce*

Vol. I, No. 7, January 11, 1971

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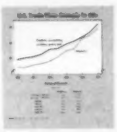

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ECONOMIC
HIGHLIGHTS

Progress In Fight Against Inflation Last Year Sets Stage For Further Improvement In 1971

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

Some modest but significant gains were scored during the past year in the battle against a deeply entrenched inflation, and both Government and private analysts expect a further reduction in the rate of inflation in 1971.

This expectation is based on several developments: (1) excess demand has been eliminated, (2) the rate of inflation has turned downward, (3) productivity gains have partially offset large wage increases, (4) declining interest rates indicate reduced inflationary expectations, and (5) with some manpower and facilities idle, the economy is operating below its potential and has room to grow without rekindling inflationary pressures.

Inflation accelerated almost continuously from 1965 to mid-1969 and continued at a high rate into 1970. Since midyear, however, the consumer price index has increased at an annual rate of 4.6 percent, compared to 6.0 percent in the first half of 1970.

The index of industrial raw materials prices has moved steadily downward since February 1970. The response has been less dramatic in both the industrial wholesale price index and the consumer price index but both have shown slower rates of price advance since mid-1970.

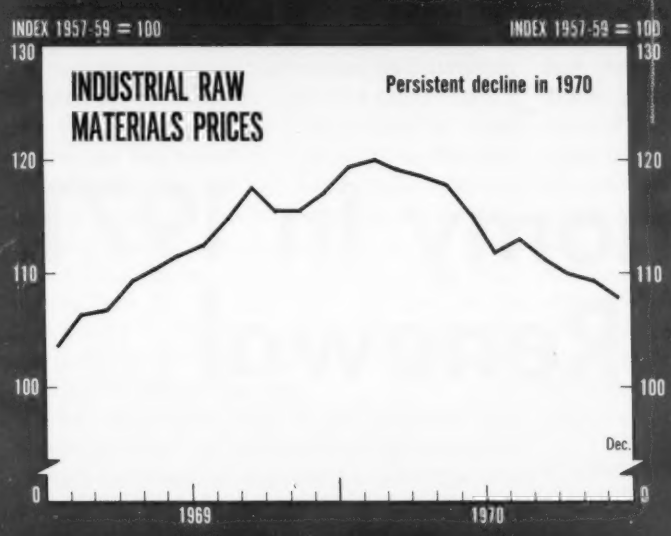
Food prices at retail rose only moderately in 1970 and contributed to the slower rate of advance of consumer prices as a whole. Retail prices of non-food goods should soon reflect the slower rate of price advance already evident in these goods at wholesale. Prices of most consumer services are slower to respond, but some progress is likely here too in 1971. For example, interest rates, which affect homeownership costs, are trending downward.

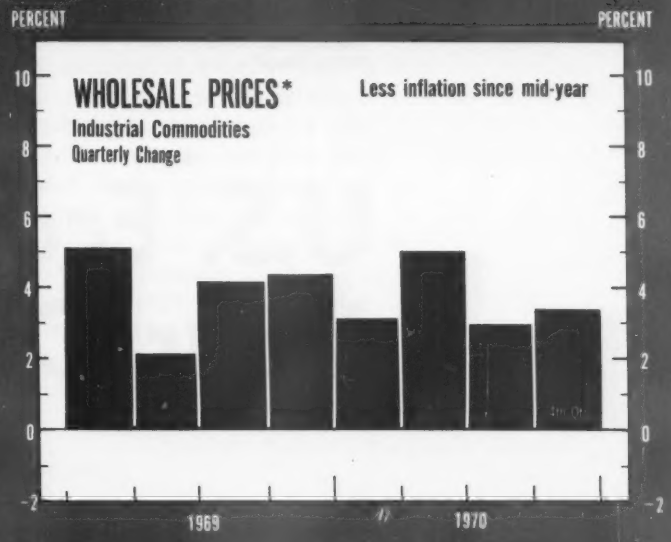
In the year ahead, the existence of unutilized resources, both manpower and facilities, will further sharpen competition, increasing buyers' resistance to price mark-ups and employers' resistance to large wage demands. This changing price-cost environment, including the diminution of inflationary expectations, is the major reason to look forward to a less inflationary economy in 1971.

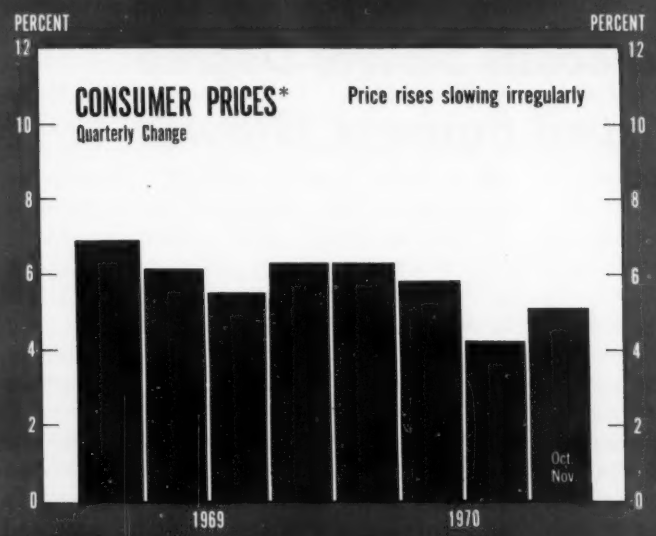
The resumption of auto production at a fast pace will add stimulus to the economy in the early months of this year. The composite index of leading business cycle indicators has been affected by the auto strike but remains above its low of last spring.

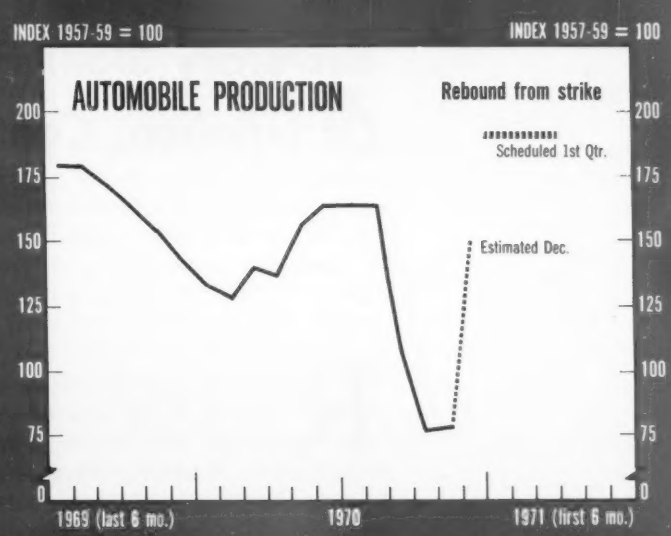
Contracts and orders for business plant and equipment have stayed within a narrow range since spring. This is consistent with the Commerce Department's latest survey, which indicates a rise of about 1½ percent in business investment in 1971.

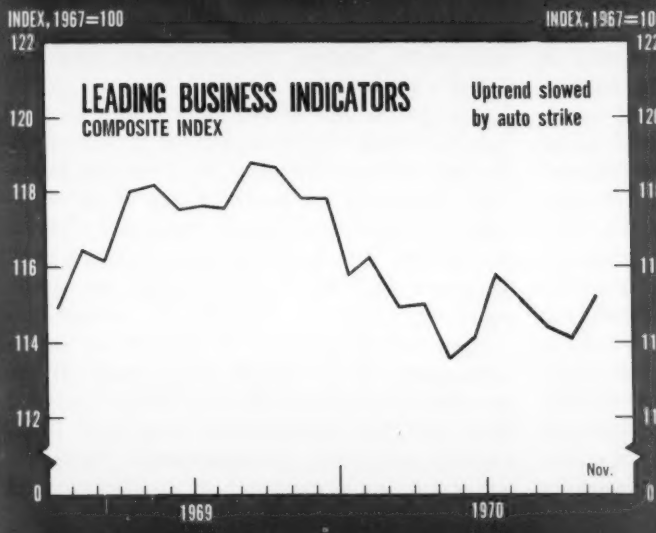
Latest Indicators

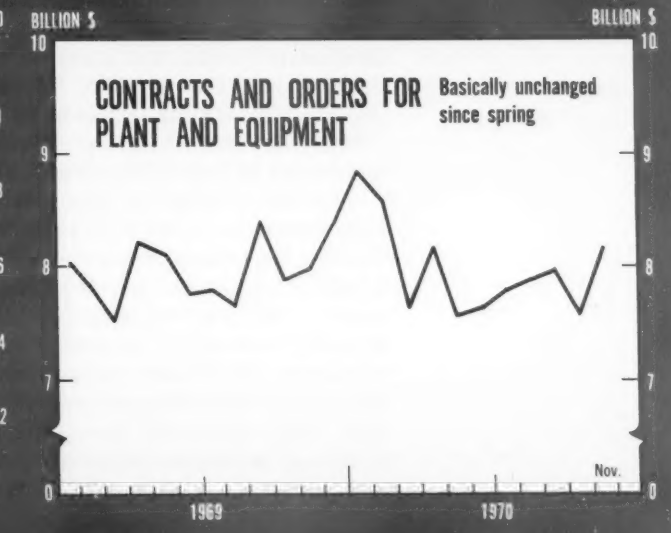












All data seasonally adjusted, except industrial raw materials prices.
*Annual rates.

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Vol. I, No. 7

U.S. Economy In 1971: Year Of Renewal

Secretary Stans Forecasts Slower Degree Of Inflation, Continued Business Growth

Renewed growth in economic activity and a slower rate of inflation are on the 1971 horizon, according to Secretary of Commerce Maurice H. Stans.

In a review of the 1970 economy and preview of 1971, the Secretary predicted business expansion, continued gains in consumer spending and rising personal income in the new year. Noting the progress achieved in curbing inflation in 1970, he said further deceleration will take place in 1971.

Secretary Stans' review, "From Year of Transition to Year of Renewal," is as follows:

Two major changes dominated the business landscape during the past year. The first was the transition from a mostly wartime to a mostly peacetime economic footing as the war in Viet-Nam diminished markedly in intensity and the American presence in Southeast Asia was reduced significantly. The second was the beginning of the transition from severe and accelerating inflation to a less inflationary growth path for the economy. Thus, the year 1970 may well be recorded in the economic annals as The Year of Transition.

The brighter prospects in sight for the coming year suggest that 1971 will be known as The Year of Renewal. Renewed growth in economic activity is already under way, and a slower rate of inflation will renew the faith of all Americans that their economy can and will move toward an essentially noninflationary growth path.

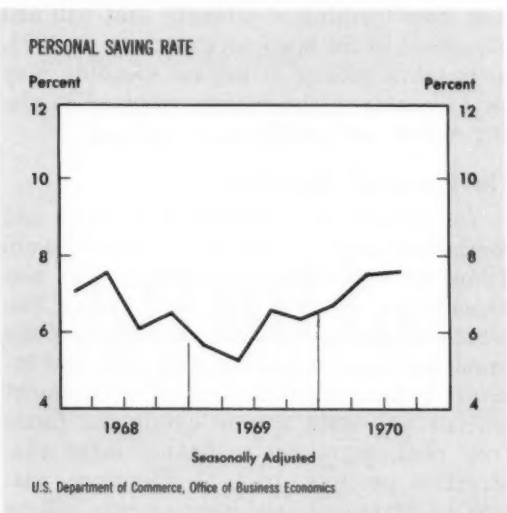
The prime goal of economic policy in 1970 was to break the stranglehold of severe inflation without bringing on a serious recession. Although the performance of the economy did not live up to all our hopes and expectations, this goal was met in large part. Business activity declined and unemployment increased but, for 1970 as a whole, unemployment averaged less than in the peacetime years of the 1960s. As a result of the economic slowdown, the excessive demand that was the fundamental source of inflationary pressure was eliminated from the economy, and a modest but significant start

was made in slowing the rate of price advance. Inflation has not yet been curbed, but progress in that direction has been achieved.

I am confident that a further deceleration in the rate of inflation will take place during the coming year. Prices and costs in most sectors of the economy will react to the gap that has opened up between actual and potential economic output. Simultaneously, inflationary expectations will diminish. Evidence that this process is already under way can be seen in the conclusive turn-around in the credit markets in 1970, especially the dramatic decline in long-term bond yields in the last weeks of the year.

The short-term outlook for renewed economic growth is reinforced by the carryover impact of the automobile strike. Now that the auto industry is back in production and operating at full tilt to rebuild depleted inventories, the major measures of economic activity, which have been depressed by the strike, will soon point sharply upward. An added lift to the economy will be provided by the build-up of steel inventories in anticipation of a possible strike in that key industry on August 1. These temporary boosts to the economy will not reflect the underlying trend of business during 1971—any more than the strike-related decline in activity reflected the underlying trend in the fourth quarter—but they will serve to dispel the gloomy tone of business that has developed in the past month or two.

Business expansion in 1971 will develop out of the fundamental growth tendencies that are always present in the United States economy—a growing labor force and continuing advances in productivity—plus the stimulative policies that President Nixon has promised. These forces are leading to a rising volume of residential construction, a faster growth in State and local government expenditures and, most important, a significant advance in consumer spending during the year ahead. Business investment and Federal Government spending will increase, but to a lesser extent. On balance, inventories are expected to increase in line with sales; the pattern through the year, however, will be dominated by the special situations in autos and steel, where inventory building will be concentrated in the first half.



Consumer spending

Gains in consumer spending accounted for an unusually large part of the net increase in total gross national product in 1970, as the increases and decreases in other major sectors tended to offset one another. Although it may not be such a dominant influence on total economic activity in 1971, spending by individuals will continue to play a leading role in the growth of the economy.

Rising personal income from increased employment and higher wage rates will bolster consumer spending throughout the year. In addition, changes in the tax laws will raise disposable income by several billion dollars. Tax relief for low-income families and for single persons has been legislated for 1971, and there is an increase in the standard deduction that is allowed for all taxpayers.

The spending and saving patterns of consumers are likely to change in 1971 in the direction of more spending. During 1970, the personal saving rate increased to a peak rate of 7.6 percent in the third quarter from 6.0 percent in the year 1969. The primary reasons for this are to be found in the many uncertainties that consumers faced during 1970. Early in the year, prices were still rising rapidly, unemployment was increasing, and the stock market dropped sharply. In 1971, however, inflationary pressures will diminish and unemployment will decline. The stock market has already recovered a substantial part of its earlier loss. Thus, an improved climate for spending should prevail, and consumer expenditures can be expected to climb more rapidly than disposable income.

Demands should be strong in all major retail markets, with consumer durables likely

to show the largest increases. Automobile sales will receive a large but temporary boost early in the year when the 1971 models become fully available for the first time since their introduction. A more significant 1971 development will be the test of the new low-priced domestic models, which are intended to halt, and possibly reverse, the increasing market penetration of the small imports. Furthermore, sales of furniture, appliances, and other "big-ticket" household durables should benefit from the strength in housing.

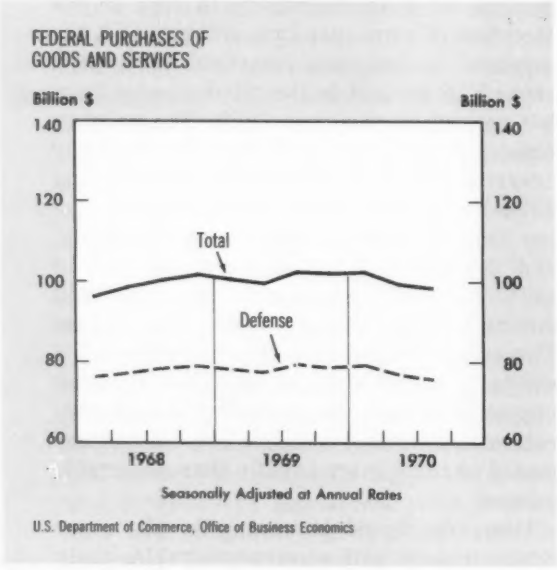
Consumer nondurable goods have kept pace with the total economy in recent years and this trend is likely to continue. Sales of women's fashions have been especially brisk in recent months, after some hesitancy earlier in the year. The uncertainty over the mini, midi, or maxi has apparently been resolved by the acceptance of a great diversity of styles, including pants suits.

Housing

After declining throughout 1969, the residential construction industry bounced back strongly in 1970. In the first quarter, housing starts were at an annual rate of 1.25 million. That proved to be the low point of the latest housing cycle, and starts climbed steadily throughout the year. By November, starts had reached an annual rate of almost 1.7 million units, a level that had not been expected by most analysts until well into next year.

The probability that this vigorous uptrend will continue in the coming year is strongly supported by the massive inflow of savings funds into the Nation's thrift institutions. A large unfilled demand for housing exists and in this situation the level of housing starts is particularly sensitive to the availability and cost of mortgage funds.

This sensitivity has been evident in 1970, as the increased funds available to savings and loan associations and mutual savings banks, which are the largest suppliers of mortgage funds, were translated directly into a rising production of housing. Further gains are expected in 1971. The recent decline in long-term interest rates means that savers are under less temptation to put their savings into bonds and other securities, which will result in a continued upsurge in the flow of funds into the mortgage market and a further rise in the level of housing starts. It seems clear, in fact, that home-building activity, in real terms, is on the threshold of its biggest year in two decades.



Business investment

Capital spending of business firms has continued to rise in 1970 and the latest Government survey indicates a continued high level of expenditures in 1971. This prospect is the result of mixed trends; manufacturing industries are planning to reduce their outlays for new plant and equipment, while other industries, especially public utilities and communications, are programming higher levels of investment.

The Government survey, which is supported by several private surveys, suggests that business fixed investment will increase from 1970 to 1971, but only by 1½ percent or so. It thus appears that capital spending will not show the kind of strength that will add buoyancy to the business expansion in 1971, although a pickup in capital spending may develop later in the year in response to rising output and profits.

Government Spending

The growth in expenditures by State and local governments is likely to accelerate again following the marked slowdown that was experienced in 1969 and early 1970. The severe congestion that had characterized the municipal bond market is now over and interest rates are down, so local government officials are again able to obtain the funds they need, especially to finance large construction projects. In 1971, therefore, outlays by State and local governments will be

adding significantly to the Nation's economic thrust.

Federal spending has been trending slightly downward since mid-1969, despite several pay increases for Government employees and despite the impact of inflation on the cost of goods purchased. All of the decline came out of military spending; domestic outlays have continued to increase. Further reductions in defense spending are probable in 1971, but they will not be sufficient to offset the continuing uptrend in outlays for domestic programs. Thus, Federal spending is likely to be a source of increased demand in the coming year.

Prices and Costs

Although prices continue to increase at a faster rate than had been expected, some progress has been achieved in the fight against inflation. The excessive demand that initiated the price-cost spiral in the latter half of the 1960s has been eliminated, the acceleration in the rate of inflation has been halted, and the price level is showing signs of rising less rapidly.

Consumer prices advanced at an annual rate of 6.0 percent in the first half of the year, but the pace has slowed to 4.6 percent since midyear. Similarly, increases in industrial wholesale prices were on a slight downtrend through the year. Prices of industrial raw materials have been declining persistently since February. On the cost side, labor costs per unit of output climbed at an annual rate of 2.4 percent in the second and third quarters of 1970, compared to a 7.5 percent increase in the previous year. All of this improvement, however, came from an increase in productivity; employee compensation has continued to climb sharply.

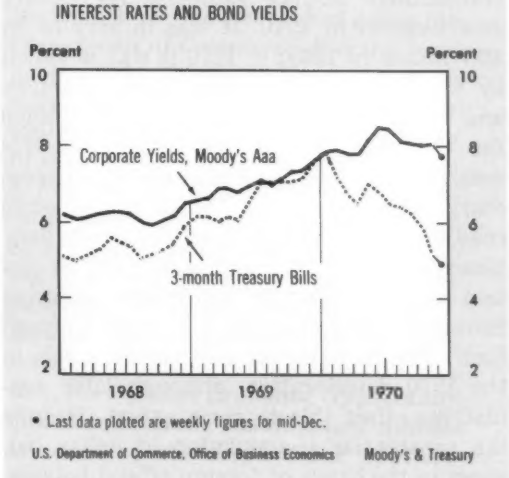
Further progress in curbing inflation is expected in 1971. Although real gross national product has not declined significantly, the economy is operating well below its potential productive capacity. This "production gap" sharpens the competitive cutting edge of pricing in many markets, stiffening buyers' resistance to price mark-ups and employers' resistance to high wage demands.

In addition, the once-widespread expectation that inflation will continue unchecked is diminishing rapidly. The diminution of this psychological factor is a crucial part of breaking the momentum of the price-cost spiral. Encouraging evidence that these expectations are changing currently is found in the credit markets, specifically in the sharp decline of long-term interest rates in recent weeks.

Credit Markets

The winds of economic change are reflected promptly and accurately in the Nation's credit markets. This occurred in the late 1960s when the economic overheating and inflation developed, and it happened again in 1970 as the overheating and inflation began to unwind.

Interest rates on short-term instruments, such as Treasury bills, have been declining all year. Huge corporate liquidity demands, which were strongly reinforced by the Penn Central bankruptcy, kept the volume of new long-term bond offerings and the yields on those bonds at extremely high levels, as



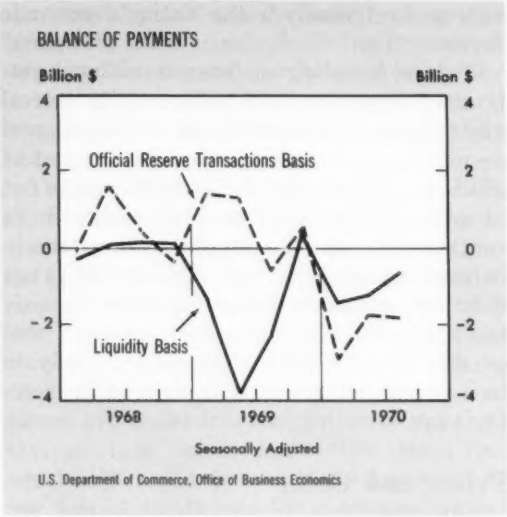
business firms repaid their short-term debt from the proceeds of the bonds they issued. Correspondingly, business demands for loans from commercial banks were weak. Over the year, interest rates on three-month Treasury bills declined from above 8 percent to about 4¾ percent currently, and rates on other short-term instruments declined by similar amounts. The prime commercial lending rate has fallen from 8.50 percent to 6.75 percent.

Since mid-year, and especially in the past six weeks, yields on long-term bonds have declined dramatically. Yields on outstanding high-grade corporates are down from 8.60 percent in early July to 7.60 percent, and offering rates on new issues are down even more. Municipals that yielded about 7 percent at mid-year are now selling to yield only about 5½ percent. Some further easing in rates may develop as inflationary pressures continue to moderate.

Balance of Payments

Based on data for the first three quarters of this year, the U.S. balance of payments in 1970 is likely to show a deficit of about $3½ billion on the liquidity basis, compared with a recorded deficit of $7 billion in 1969. However, the liquidity balance in both 1969 and 1970 has been distorted by special financial transactions and flows of U.S. funds to the Eurodollar market, and the 1970 figures include the initial allocation of SDRs to the United States. If adjustments are made for these factors, the underlying deficit shows a slight improvement from about $4½ billion in 1969 to about $3½ to $4 billion in 1970.

In contrast to this small improvement in the liquidity balance, the official reserve transactions balance shows a very sharp deterioration in 1970. It was in surplus by $2.7 billion in 1969; in 1970 it was in deficit by $6.5 billion in the first three quarters, and the deficit could be more than $8 billion for the year. The major reason for this deterioration was the sharp easing in monetary conditions in the United States while conditions abroad remained relatively firm. Changes in late 1969 and early 1970 in certain Federal Reserve regulations affecting Eurodollar borrowing by U.S. banks through their foreign branches also played a role in the 1970 deterioration, although later regulations offset this to some extent. Despite the substantial accumulation of dollar balances in the hands of foreign official holders, 1970 was a year of general calm in the foreign exchange markets.



The favorable shift in the underlying liquidity balance in 1970 reflected a large improvement in the trade balance, partly offset by increased net outflows of private capital. Exports rose by roughly $6 billion while imports rose less than $4 billion, for an improvement in the trade surplus of over $2 billion. Agricultural exports were particularly buoyant and sales of aircraft were boosted by delivery of the new jumbo jets. Also, 1969 exports—and imports to a lesser extent—had been depressed by the dock strike, and some of the 1970 increase reflects the absence of such an irregular factor this year. In addition, strong economic expansion in Europe and Japan and the resulting strain on capacity abroad contributed to the rise in exports. Imports, on the other hand, were restrained by the slowdown in the U.S. economy. About two-thirds of the gain in the trade surplus was in transactions with Europe.

The 1970 deterioration in capital flows partly reflected a decline in foreign purchases of U.S. common stocks, which was largely associated with the weak performance of U.S. stock prices in the first half of the year. There was also a larger net outflow of U.S. corporate funds for direct investments abroad and associated transactions. The direct investment outflow was associated with a large increase in plant and equipment spending abroad by foreign affiliates of U.S. firms, coupled with the difficulties of borrowing in tight capital markets abroad in order to finance such expenditures.

Minority Businesses Gain With U.S. Help

Stans Reports Progress And Plans To President; Adds Caution That 'Much Needs To Be Done'

When the Rev. Leon Sullivan of Philadelphia spelled out his economic self-help plans for the black minority of the country in 1962, he recognized that lack of business experience was as crippling to a minority entrepreneur as the unavailability of adequate financing.

He and other leaders in what he called "Progress Movement," began creating community-based organizations to locate business opportunities and provide technical assistance. As the Office of Minority Business Enterprise began to arrange Federal grants providing financial assistance, Mr. Sullivan and associates turned their sights to eliminating remaining barriers for minorities.

Today, "Progress Movement" has 14 operations ranging from a management training center to a garden apartment. Under Mr. Sullivan's leadership the first black-owned shopping center in the United States was developed in North Philadelphia. Similar centers are being planned for a dozen cities.

Mr. Sullivan's story is among success stories related in a report by Secretary Stans to President Nixon on the first 15 months of the minority business program.

Accounts of successes often are punctuated by the statement "much remains to be done." The 200-page document outlines new initiatives and plans for the future.

"If the enormous resources of the nation can be brought to bear against the obstacles that restrain minority business, those ob-

The Office of Minority Business Enterprise was created by executive order on March 5, 1969 and established under the Department of Commerce. It is the focal point of the Administration's efforts to assist the establishment of new minority business enterprises and the expansion of existing ones. Its director is Abraham S. Venable. OMBE is an "idea and opportunity broker." Its role is exclusively one of organizing and stimulating the activities of others. The funds for most of the programs OMBE has instigated or coordinated come from the other agencies, such as the Small Business Administration, the Office of Economic Opportunity and the Economic Development Administration of the Department of Commerce.

BOAT DEALERSHIP LAUNCHED—*James T. Whiting, right, High Flying Boat Sales owner, shows Herb Mangrum pictures of boats available through his full line of Chrysler marine products. The new Washington, D.C., entrepreneur has the nation's first black-owned Chrysler Corp., boat dealership.*

stacles will crumble," the Secretary asserted in the report.

Secretary Stans, who was directed by President Nixon to oversee all Federal programs to broaden minority business enterprise, speaks candidly in the report about the "mistakes and disappointments" inherent in a venture in which "every step is a first step, every project an innovation." He also stresses the need for additional legislation to provide the "tools to attain the program's far reaching objectives," and the need for a "composite strategy" of program coordination.

One American in six is either black, Indian, Eskimo, Puerto Rican or Mexican-American. Yet members of these minorities own only three percent of all U.S. business enterprises. The capital worth of these is less than one-half of one percent of the national total.

"The minority enterprise program is a capital investment in the national economic plant," Secretary Stans asserted further, "The nation as a whole stands to benefit from the increase in commerce that will result from this undertaking."

The Stans report pointed out that minority entrepreneurs who have beaten extraordinary odds to become full-fledged success stories in the fields of insurance, foods and electronics are a tiny indication of the pool of talent that has remained latent.

"Necessary ingredients" for any success-

DALLAS INDUSTRY HUMMING—*Workers at Garland Foods Inc. of Dallas, are busy at cutting tables where hams are trimmed and made ready for packing. Garland Foods began production in September. It has a $5 million contract to supply canned hams to the Department of Defense.*

ful enterprise were defined early in the first 15 months. They are:

—an able, qualifiable individual

—a viable business opportunity

—an adequate capital investment

—the necessary technical and managerial skill to see the business through the critical start up period.

"To close the 'opportunity gap' of past discrimination requires a larger-than-normal measure of each of these ingredients," the Secretary stated.

Innovative programs born from the national commitment to provide these "necessary ingredients" in sufficient quantity include MESBICs.

Since November 1969, the Minority Enterprise Small Business Investment Companies —developed initially by OMBE—have offered a promising new form of financing.

"In 1971, we hope to see 100 MESBICs fully operating, adding perhaps $400 million to the capital resources available for minority business," the Secretary continued.

He emphasized that the objective is not to "gild the ghetto" but to make minority businessmen a stronger integral part of a national economy.

MESBICs, which have achieved a remarkable recognition in a short time, were described as a "major financial innovation in promoting minority entrepreneurship."

By employing the established concept of the Small Business Investment Company, a Minority Enterprise SBIC created a pool in capital, accompanied by managerial assistance and both are committed exclusively to the benefit of minorities, Secretary Stans explained.

General Motors, Prudential Insurance, Phillips Petroleum and other companies are already deeply involved with operational

WEIGHING GARLAND PRODUCT—*Hams are weighed and given final inspection before being sealed in cans. Garland Foods has modern plant and operating equipment; expects employment to grow from its present 85 to 150. It also produces smoked meats and other specialty meat items.*

MESBICs. Other private sector groups are organizing consortiums to sponsor MESBICs through Chambers of Commerce and other local vehicles.

Leading franchisors have allocated a percentage of future franchises to minority ownership. Franchising provides one of the quickest ways for a minority entrepreneur to enter the commercial stream. He is able to trade on the established reputation of the franchisors and receive appropriate management assistance through a well defined program.

The Secretary said the number of gasoline franchises held by members of minorities increased from approximately 10,800 at the end of fiscal 1969 to an estimated 13,300 at the end of fiscal 1970. The Administration announced in October 1969 that 20 major oil companies had pledged to increase minority-held franchises to 25,000 within five years.

Secretary Stans said further that automobile dealerships owned by members of minority groups increased from 14 in May 1969, to 82 in July 1970.

Other franchises, including fast food service, Secretary Stans continued, have 743 minority businessmen holding such franchises compared with 405 in 1969.

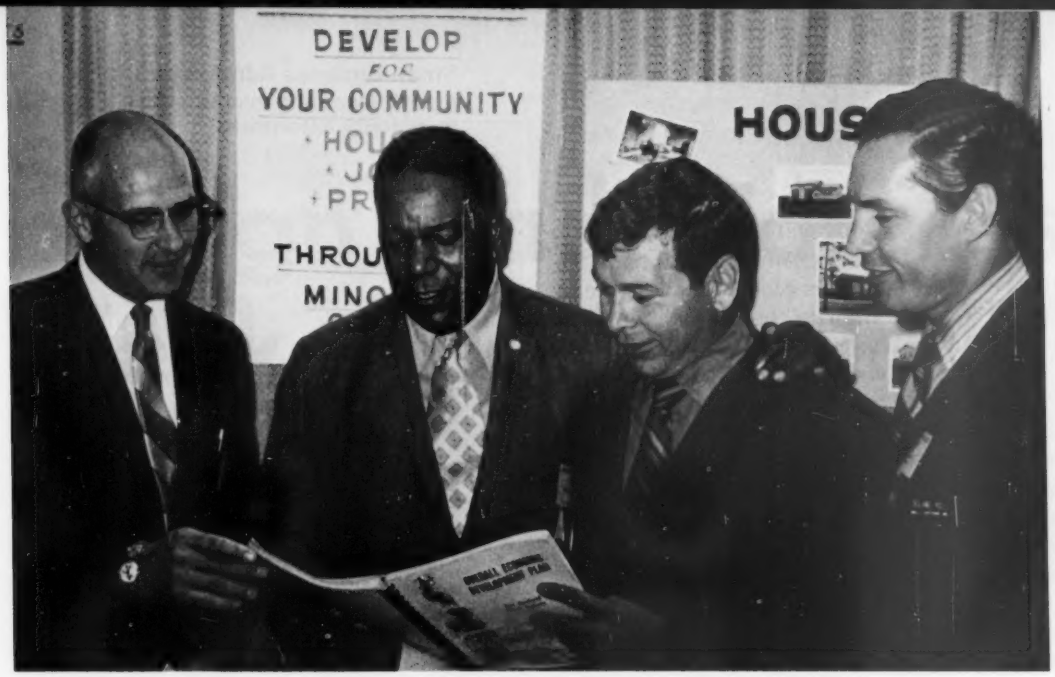
Aerojet-General, Boise-Cascade and North American Rockwell are among major corporations which have established minority-operated subsidiaries. These subsidiaries or affiliates sell goods to and gain management support from the parent companies. Once these subsidiaries demonstrate viability, they are "spun off" by the parent into an independent minority-owned operation.

Providing the "ingredient" of technical and managerial assistance presented new challenges for the innovators.

"Nowhere is the lack of a business heritage more acutely felt by minority members than in the technical administration and management of a business. . ." Secretary Stans pointed out, noting that "This factor is often neglected by organizations attempting to help minority entrepreneurs."

"No amount of money or opportunities can substitute for the present know-how and business experience available in the American business community," the Stans report stated, "Channeling this invaluable talent to minority entrepreneurs has been a major effort of this past year."

MESBICs are designed to provide essen-



NBL SEES PROGRESS EXHIBIT—*Federal and private industry exhibits involving minorities were on display at the National Business League convention in Detroit. Examining material are, from left, Robert B. Kellog, president, Multi-Systems Inc., Nashville, Tenn.; Berkeley G. Burrell, president, NBL; Jerry Nagel, Fort Berthold Reservation, N.D.; and Roland Holt, vice president, Multi-Systems Inc.*

tial managerial assistance. The commitment of participating companies in the MESBICs program include making management assistance available as well as money.

The Institute for Minority Business Education at Howard University in Washington is an example of public-private cooperation to aid in education and technical assistance, the Stans report revealed. The Office of Minority Business Enterprise and the Department of Health, Education and Welfare arranged a $200,000 grant to help set up the Institute.

Through it the staff of a non-profit corporation compiles successful business and management techniques and makes them available to fledgling minority businessmen. Participating with Howard are Harvard University, Columbia University, the University of Chicago, the Wharton School of Finance at the University of Pennsylvania and Atlanta University.

Secretary Stans indicated that a priority item in plans for the future is development of new sources of equity capital for minority businessmen.

"A major thrust of the coming year will be to explore new ways in which equity capital can be injected into new and existing minority enterprises," the Secretary stated.

He noted that equity capital is crucial to minority entrepreneurs since it increases their capital resources without overburdening them with fixed changes in the early stages of the business. Since few minority entrepreneurs can obtain the kind of venture capital available to majority businessmen, some special source of equity capital must be found.

Under the Economic Opportunity Act, the federal government already makes grants to community non-profit organizations, Community Development Corporations and Community Action agencies, which can be used for equity investment in private businesses in the community.

More than $20 million has been allocated for this purpose in each of fiscal 1970 and fiscal 1971.

However, the Secretary pointed out, these grants do not create personal ownership, since the community action group exercises equity control. Though this is clearly beneficial, additional efforts are required to create individual ownership.

In the private sector MESBICs perform a similar function of providing additional venture capital. A MESBIC is presently restricted to investing 20 percent of its capitalization in any one venture, so the need remains for further sources of equity, the Secretary added. As a partial solution to the need for more equity capital, some MESBICs are already beginning to pool their resources

with others to help finance larger ventures.

Other new initiatives and plans for the future, cited in the Stans report, address themselves to the minority businessman's "environment of frustration."

Most small businessmen like to do business where they live, in neighborhoods they know, where they can build and trade upon a good reputation, the Secretary said. He added further that for minority businessmen, this often means locating in a ghetto, barrio or reservation. Insurance rates are prohibitive if available at all.

"Various agencies of the government are already experimenting with possible means for providing insurance protection for these minority entrepreneurs at normal costs," the Stans report stated. Ways are being explored to determine the Federal role in assuring adequate crime insurance.

As a first step in this area, the private sector and the states are being encouraged to develop programs for reduced rates which might include such innovations as crime insurance pools, assigned high risk categories and excess loss subsidies. Similar devices are needed to assure fire insurance coverage at bearable cost.

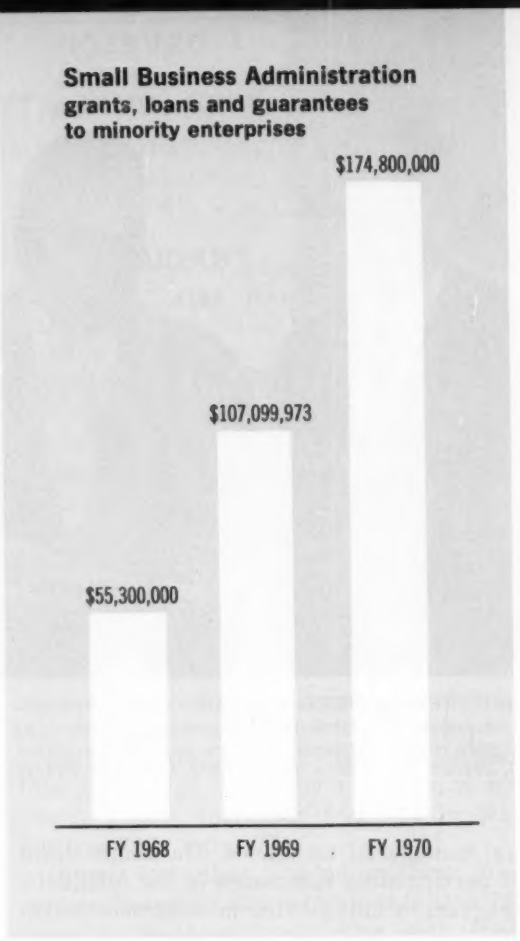
Performance and surety bonds, cost reduction techniques and community services were among the new initiatives and plans discussed in the report.

"No element of the national effort is more important than the local system of bringing together the resources in opportunities, money and assistance," the Stans report emphasized, "and of coordinating the activities of federal, state and local governments, community organizations, the majority and minority business groups, educational institutions. . ."

"No perfect model exists to do this," Secretary Stans asserted.

Recognizing a great deal of research and experimentation will be needed for the best mechanism to evolve, the Secretary said no potential pattern can be ruled out and all efforts, public and private deserve encouragement.

The Secretary's report recognized the contribution of each federal agency to the minority business enterprise effort and discussed contributions of state and local communities.



More than 40 percent of all the loans made by the Small Business Administration during the past fiscal year were to minority businessmen.

Through SBA and the Economic Development Administration a number of "affiliate" offices—existing community organizations with established reputations—have been funded as "one-stop" centers to make the minority enterprise program and resources known and useful within local communities.

"The nation has begun to move on minority enterprise," Secretary Stans concluded.

"The federal government has recognized its leadership responsibility and is acting to set a pace for the nation. All federal program goals for fiscal 1971 are higher than those in 1970, and there is now high confidence based on experience, that they will be realized.

"The private sector—diverse as it is—has made a significant beginning toward giving minorities an opportunity for 'a piece of the action.'

"Our goal is to bring about a massive and permanent improvement in the opportunities for every American to participate fully in our free enterprise system."

—Office of Minority Business Enterprise

Foreign Trade Forecast: Weaker Position In '71

U.S. Export Climb Is Expected To Moderate; Economy's Pickup Will Speed Import Growth

Foreign trade prospects for 1971 indicate a slowdown in the growth rate for U.S. exports and a faster climb in imports than last year.

In 1970, exports rose strongly to nearly $43 billion (excluding military grant-aid). Shipments will again increase but the rate of advance is expected to be below the estimated 15 percent gain recorded last year, the fastest growth in foreign sales since 1964. Part of the sharp 1970 rise represented a recovery from 1969 levels when that year's long dock strike disrupted trade.

Since economic activity in some industrialized countries will be less buoyant and the unusually large gains from shipments of farm products probably will not be repeated this year, the growth in U.S. exports should be reduced to the 10 to 12 percent range. An increase of this magnitude would still exceed the average rate of the 1960-69 period.

Imports posted a rise to around $40 billion last year, even while being restrained by the sluggishness of economic activity in this country. This advance mainly reflected sustained high levels of consumer expenditures and fixed investment outlays, which stimulated U.S. demand for foreign consumer goods and capital equipment. There was also a large increase in the value of food imports as prices climbed sharply.

Prospects for more favorable business conditions in coming months point to a larger advance in U.S. purchases of foreign products than the estimated 10 percent in 1970. If present forecasts for a substantial real growth in the gross national product are borne out, the 1971 increase in U.S. imports should be in the 12 to 14 percent range.

Given the probable faster advance in imports than in exports, the 1971 merchandise trade surplus is expected to decline moderately from the $2.7 billion now estimated for last year—perhaps by half a billion dollars. It is expected that prices will show substantial but less rapid increases than in 1970 and that import prices will continue to rise faster than those for exports. (As in previous analyses of the U.S. trade outlook, the merchandise trade surplus represents the difference between exports, f.a.s., including shipments financed under AID and PL-480 programs, and general imports, f.o.b. foreign port.)

Demand easing abroad

Reduced rates of growth expected in several key markets will result in some slackening of the advance in U.S. exports this year. More importantly, shipments of agricultural products, which added about $1 billion to the overall export expansion last year, are not likely to rise further in 1971. Deliveries of

civilian aircraft, another important export gainer in 1970, are projected to rise much more slowly.

In the European Economic Community (EEC), which accounted for about 25 percent of the increase in U.S. exports last year, a slowing in economic growth is forecast. The combined real gross national product of the EEC is expected to rise by an estimated 4½ percent compared with about 6 percent last year. Accordingly, it is likely that the increase in U.S. exports to the Community will be much smaller than the advance of one-fifth in 1970. The slackening may be particularly apparent in shipments to West Germany, where a stringent monetary policy, instituted to combat inflationary pressures, should dampen demand and slow investment outlays.

Exports to the United Kingdom should register another gain. Favorable factors are an expected rise in capital spending and the termination of the import deposit scheme.

Exports to Canada are likely to advance considerably faster in the next twelve months than the marginal increase recorded last year. A more expansionary government economic policy is expected to stimulate growth in the consumer and investment sectors, which were sluggish through most of 1970. Moreover, a substantial recovery is projected in shipments of duty-free automotive products from the U.S.

Although Japan's economy will continue to expand at a rapid rate, some slackening is expected in capital expenditures and industrial production which will probably dampen import demand somewhat. Thus, while U.S. exports to Japan should post another large rise, the increase will not be as large as 1970's exceptional one-third gain. Some deceleration is also anticipated in shipments to Australia and New Zealand following a strong increase in 1970.

Another rise is likely in shipments to the developing countries, but the rate of growth will probably be more moderate than the one-sixth climb recorded last year. Import demand in the economically less advanced countries was stimulated in 1970 by favorable foreign exchange positions in many nations as a result of rising commodity prices and expanded export sales to the U.S. and Western Europe. In view of the anticipated slowdown in a number of countries, U.S. manufacturers will probably face intensified competition in developing markets from European and Japanese producers. The level of government-financed exports under PL-480 and AID programs is not expected to change materially this year.

Sales to the USSR and other East European countries, which expanded strongly to well over $300 million in 1970, will probably grow at a slower rate this year.

Faster rise in imports

The projected resumption of U.S. economic growth in 1971 is the key factor in the anticipated acceleration in imports. Industrial production is forecast to turn upward in the first quarter after an almost steady decline since mid-1969. The result will be an intensification of import demand for industrial materials. Personal consumption expenditures are expected to rise much faster, making another large rise in imports of consumer goods likely. Also contributing to the higher inflow of consumer items will be the recovery in the first half from strike-depressed levels of automotive imports from Canada. Investment in producer's durable equipment will probably increase further, auguring another substantial rise in imports of capital equipment. Purchases from abroad of foods and beverages are likely to be substantially less buoyant than last year, however.

Expiration of a number of important labor contracts in 1971 will also stimulate import demand. The possibility of strikes in the steel and aluminum industries may again cause

World Trade Outlook

This article, prepared by the International Trade Analysis Division of Commerce Department's Bureau of International Commerce (BIC), is complemented by six other articles, on the outlook for U.S. trade in major regional markets, beginning on page 37. These were prepared by staff specialists of the BIC Office of International Commercial Relations.

Individual country summaries, familiar to readers of* International Commerce *(see issue of June 29, 1970), will be available soon, grouped by region, in the BIC Overseas Business Reports series. These new reports may be purchased at 15 cents each from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC. 20402, or Commerce Field Offices.

substantial inventory building of these commodities. Moreover, contracts with East and Gulf Coast longshoremen's unions expire in September, which could lead to a large-scale speedup of import cargoes—and export shipments—as occurred in 1968.

The fourth stage of Kennedy Round tariff cuts, implemented on Jan. 1 by the U.S. and other major trading countries, may provide some boost to both our imports and exports.

Nonfarm exports to rise

As shipments of farm commodities are not expected to advance much, if at all, nonagricultural products will account for virtually the entire expansion in U.S. exports in 1971. The rate of growth in these shipments will probably fall somewhat short of last year's 15 percent rise.

Machinery sales will again be in the forefront of the export advance. In both 1969 and 1970, shipments climbed rapidly under the stimulus of strong economic expansion in most of our major markets, where heavy investment programs and pressures on productive capacity fueled demand for capital equipment. The deceleration in foreign economic growth expected for 1971 will probably have some impact on our machinery sales, though it is likely to be delayed by continuation of deliveries on orders placed earlier.

Continuing last year's pattern, sales of computers and parts are to climb significantly again. The outlook is particularly favorable for shipments of the recently introduced "mini-computers" and other new models which are in strong demand in Western Europe and Japan. As is the case with many other technologically sophisticated exports, the competitive advantage of U.S. producers in computers is to a great extent made possible by the successful development, testing, and profitable manufacture of new products in a large and homogeneous domestic market.

Following a surge in 1970, exports of metal-cutting machine tools are expected to show a slight decline this year as capacity pressures ease in Western Europe. Shipments of metal-forming tools will again be sluggish. In contrast, another good year is in sight for materials handling equipment—mainly fork lift trucks and conveyor belts—with substantial increases in shipments of complete units.

Exports of electronic components will continue their vigorous gains of recent years. Particularly buoyant will be shipments of semi-conductors and devices, many of which go to U.S.-affiliated companies.

Following last year's decline, shipments of automotive products to Canada should show a sizable gain in 1971. Most of the increase will be in parts and accessories which are assembled there into complete vehicles and, to a large extent, shipped back to the United States. Since Canadian plants supply a significant part of the economy car market, the recent shift in consumer buying patterns toward smaller vehicles, plus the projected large gains in auto sales this year, should insure an expansion in exports of parts and accessories.

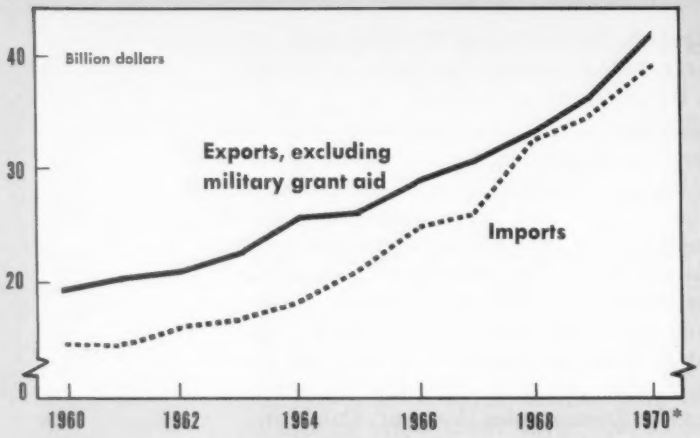
Sales of civilian aircraft increased by a sharp 25 percent last year under the impact of the initial deliveries of the new jumbo jets. Through November, 18 of these large aircraft were delivered to foreign airlines. Although considerably more jumbo planes will be exported this year, total aircraft sales will not rise as rapidly as in 1970 because there will be fewer deliveries of the smaller jets.

Expanding chemical shipments

Another advance is expected in exports of chemicals, but it will probably fall short of the 1970 increase of around 16 percent. A large part of the gain will be in organic chemicals which also provided the bulk of last year's expansion. The rapidly growing use of plastics in many industries will again boost shipments of this product to new highs. Exports of pharmaceuticals are forecast to show another strong rise in 1971, with much of the expansion arising from shipments to foreign affiliates of U.S. firms. The downward trend in exports of manufactured fertilizers is likely to continue this year, as foreign production expands.

A major growth area in U.S. exports in 1970 was iron and steel-mill products. Rapid economic expansion overseas and the consequent pressures on steel production capacity stimulated demand for U.S. steel products, especially the more basic types. In recent months, there have been signs of easing demand for steel in Western Europe, which means that producers in that area will be increasingly able to supply local requirements. U.S. export availabilities should also be lower as significant strike-hedge inventory building is anticipated before labor contracts expire on July 31. Thus, it is likely that 1971

U.S. Trade Rises Strongly In 60s



Rates of Growth

(Percent)

	Exports	Imports
Average 1960-65	6.4	7.3
Average 1965-69	8.7	13.9
1965-66	10.2	19.5
1966-67	5.2	5.0
1967-68	9.8	23.6
1968-69	9.6	8.5
1969-70*	14.6	10.9

* Based on Jan.-Nov. data at annual rates.

steel exports will decline from the unusually high levels reached last year.

Other products benefiting from strong foreign demand for steel in the past twelve months were scrap and coal, both of which recorded very large increases. In 1971 shipments of scrap should rise, but at a substantially reduced rate. Following an increase of about three-fifths in 1970, coal exports will probably level off as demand slackens in Japan.

Farm exports to level off

U.S. exports of agricultural commodities rose strongly, by one-fifth, to an all-time peak of about $7 billion in 1970. Sharply higher shipments of soybeans, wheat, and corn contributed most to the expansion. On the basis of current information on foreign crop prospects, farm shipments should be able to maintain last year's level.

Reflecting strong foreign demand and reduced availabilities of competing oilseeds, exports of soybeans increased by about one-half in 1970. This year, however, little if any export rise is expected in view of limited U.S. supplies and relatively high prices.

Unless there is a drastic change in foreign crop conditions, the strong—nearly two-fifths—increase in wheat shipments registered in 1970 will not be repeated. A moderate rise in deliveries is, nevertheless, likely. Further gains in exports of cotton will depend primarily on U.S. production; deliveries in 1970 were to some extent retarded by reduced export availabilities.

On the negative side, further declines are anticipated in exports of rice and unmanufactured tobacco. In the case of rice, greater foreign production is the principal factor, while tobacco continues to be hindered by relatively high prices.

Consumer imports buoyant again

Continued gains in U.S. personal expenditures and the firmly established position of foreign manufacturers in certain major product lines insure another advance in consumer goods imports. These purchases rose by about 15 percent in 1970 and a further significant, possibly sharper, increase is expected this year.

The expansion in consumer goods imports in 1970 would have been larger had it not been for the marked deceleration in automobiles and parts from U.S. subsidiaries in Canada. Sluggish car demand in this country and the strike against the biggest U.S. manufacturer held the advance in these imports to less than one-tenth last year, in contrast to a 31 percent climb in 1969. For 1971, considerably more automotive imports are expected from Canada as U.S. car sales recover and strike-depleted inventories are rebuilt.

Entries of autos from suppliers in Western Europe and Japan recorded a strong one-fifth rise in 1970. These imports will probably climb again this year under the stimulus of an upturn in overall car demand and deliveries of new "captive" imports from overseas. However, vigorous competition in the economy-car field from U.S. models is likely to hold imports of foreign-type autos to a slower growth. The proportion of total U.S. car sales accounted for by foreign vehicles may fall from the exceptionally high 14 percent recorded in 1970.

Imports of radio and television receivers rose only marginally in 1970 after increasing steeply in the two preceding years. The slowdown was caused by a general slump in U.S. sales of these products. As prospects are for a pickup in demand for radio and television receivers in the current year, imports should climb more rapidly than in 1970. Purchases of sound recorders rose sharply last year, re-

flecting the popularity of portable tape recorders and automobile tape players. These imports are expected to rise again.

Despite projections for a slower increase in plant and equipment expenditures for 1971, imports of capital goods will probably show another substantial gain. In recent years, imported products have steadily increased their share of U.S. expenditures for producer's durable equipment.

In 1970, arrivals of capital goods climbed by 15 percent compared to a more than one-fifth increase in the preceding year. This deceleration primarily reflected a leveling in truck receipts, as machinery imports advanced almost as strongly as in 1969. Further, though less steep, increases in purchases of machinery seem likely.

Imports of office machines climbed by two-fifths last year, led by greater arrivals of electronic calculators from Japan and statistical machines from Canada. Demand for these types of equipment will continue buoyant and imports are expected to rise further in 1971. Purchases of textile machinery also climbed rapidly, by a third, in 1970. Foreign producers continue to hold a price advantage over domestic manufacturers and are increasingly able to offer the technologically more advanced machines as well. These imports will again rise but at a slower rate.

For the second consecutive year, imports of machine tools declined in 1970, reflecting sluggish demand for this type of equipment, especially for the standard, general-purpose types which constitute the bulk of imports. As demand strengthens in 1971, however, purchases of machine tools should rise.

Receipts of trucks from U.S. subsidiaries in Canada leveled off last year after an advance of one-half in 1969. Imports should climb this year, reflecting increased demand and the effects of the strike make-up. Civilian aircraft imports fell sharply in 1970 but the drop was offset by much larger receipts of parts, mostly from U.S. subsidiaries in Canada. The increase in parts deliveries is expected to continue and will be augmented by the initial entries of British jet engines for a new U.S. large-capacity passenger transport.

Although U.S. industrial production declined in 1970, imports of industrial materials climbed by about 5 percent. Greater arrivals of petroleum and chemicals accounted for a substantial part of the increase, while higher prices for metals added to the rise in value. The expected recovery in industrial production in 1971 is likely to stimulate a further rise in these purchases.

Steel imports dropped in quantity last year, reflecting sluggish U.S. demand and severe supply constraints in Western Europe. However, the value of these receipts registered some increase, reflecting higher prices and some shift in the import composition to more expensive products. Steel imports are likely to rise strongly as a result of more buoyant domestic demand, an easing of the tight supply situation in Europe, and the expiration of labor contracts on July 31 which is expected, as in the past, to stimulate strike-hedge inventory building.

Fuel oil demand strong

Strong demand on the part of electric utilities and other industrial users boosted receipts of fuel oil from abroad by more than one-fifth last year. Another sizable advance is expected in 1971. On the other hand, the inflow of crude petroleum dropped in 1970, due to tanker shortages, a production cutback in Libya, and the closure of an important pipeline in the Near East. A rise in purchases is expected this year, however, reflecting greater import requirements. Most of the advance will be from Canada.

After sluggish growth in 1969, imports of industrial and agricultural chemicals jumped by one-fifth last year. Most of the gain reflected greater purchases of organic and inorganic compounds and plastics and resins. Manufactured fertilizer imports also climbed strongly. Another, but more moderate, advance is expected for chemical imports.

Imports of foods and beverages are expected to rise again but the increase will not be as steep as the unusually rapid one-fifth climb recorded in 1970. A significant portion of the growth in purchases last year represented higher prices, particularly for coffee and meat. Since prices are expected to remain stable and stocks are at normal levels, little change is projected for coffee imports in 1971. This outlook could be altered, however, if an inventory build-up is stimulated by a dockstrike threat late in the year.

Arrivals of meat, primarily boneless beef from Australia and New Zealand, posted a rise of one-sixth last year. Further increases can be anticipated in the months ahead due to continued strong U.S. demand. Purchases of fish also climbed strongly in 1970 and should continue on an uptrend.

—Bureau of International Commerce

SBA Programs Aiding Future

Big Boost In Minority Enterprise Activity Forecast By Government Agency Official

The Small Business Administration is setting new records in all its programs and services to increase sound business opportunities for minorities, SBA Assistant Administrator for Minority Enterprise, Arthur McZier said in a special report to *Commerce Today*.

McZier pointed out that loans to minorities during the first nine months of 1970 totaled 5,267 for $136.3 million. This compares with 3,811 loans for $92.8 million to minorities during the same period of 1969.

Greater participation by banks with SBA under the loan guaranty plan was a big factor in last year's increase in minority loans, McZier said. Simplification of loan procedures, and innovations such as the three-day "automatic" processing plan, have made bank participation in the program more attractive, he added.

Under the three-day plan, banks submit loan applications to SBA field offices. If the bank does not hear to the contrary within three days, it can assume that SBA has approved the loan application.

Government contracts valued at $45 million were awarded by SBA to minorities under the procurement program during the first nine months of 1970. This compares with $25 million worth of such contract awards during 1969.

Under this activity, authorized by Section 8(a) of the Small Business Act, SBA acts as prime contractor for goods and services being acquired by Federal procurement agen-

Arthur McZier
SBA Assistant Administrator for Minority Enterprise

e Business Opportunities

cies. It then subcontracts these orders to disadvantaged small businesses.

Minority entrepreneurs also shared in the benefits of sharply increased management assistance activities of SBA, McZier said. These programs showed a 24 percent increase during the first three quarters of 1970 as compared with the same period a year ago.

More than 65,000 persons attended management courses, conferences, workshops and clinics co-sponsored by SBA the first nine months of 1970. This compares with 53,000 attendees during the same period of 1969.

McZier said the increase in management assistance was extremely important because of the urgent need for proper management practices to the long range plans and profitable operation of small enterprises.

A good start in the Minority Enterprise Small Business Investment Company (MESBIC) program also was recorded last year. Coordinated by the Commerce Department, MESBICs are small, minority business investment companies with strong parent support designed to assist disadvantaged firms.

There are now 19 MESBICs licensed by SBA, and all but one of them received their licenses during 1970. These MESBICs have about $4 million in private capital.

Steady progress is also being made in strengthening and expanding other minority enterprise activities in SBA such as lease guarantees, line of credit financing for small minority contractors, and new sources of management and technical guidance for minority businesses.

Under the lease guarantee program, SBA can issue an insurance policy, or reinsure a policy issued by a private company which guarantees the rent for a small firm. This makes it possible for small firms lacking top credit ratings to lease good locations they could not otherwise acquire.

More small minority contractors are now being helped by SBA under its expanded program to guarantee up to 90 percent of a bank's line of credit extended to the company.

Additional sources of management help for minorities are being made available in several ways. Organizations receiving grants from SBA to furnish management assistance are expanding their operations across the country. More volunteers are also joining SBA's Service Corps of Retired Executives, as well as the Active Corps of Executives.

McZier concluded by forecasting a bright future for SBA's minority enterprise efforts. He based his optimism on a better understanding on the part of the public in SBA's minority enterprise efforts, a more active role by private industry, and the Commerce Department and other Federal agencies, as well as with closer cooperation with local community action groups.

—The Small Business Administration is an independent Government agency, and although it is not a part of the Department of Commerce, its actions are of direct interest to the Department and U.S. businessmen. These actions will appear on a regular basis in the Domestic Business Report section, informing* Commerce Today's *readers of what lies ahead, and what is being planned and developed.

DOMESTIC BUSINESS REPORT

- New bureau to serve U.S. business
- Uptrend in family income
- More jobs for minorities in shipbuilding industry
- A farm co-op for Puerto Rico
- 'Ski America' program launched
- 100 ships to be sold

New Bureau of Domestic Commerce To Aid U.S. Business Community

Within a few weeks, the recently created Bureau of Domestic Commerce will be officially functioning with its new operating components. Incorporating the former Business and Defense Services Administration (BDSA), the Office of Field Services (OFS), and functions of business policy and export resources, the Bureau will be directed by William D. Lee, former BDSA Administrator.

Lee, who has also been named as Deputy Assistant Secretary of Commerce by Secretary Stans, will be directly responsible for providing a working forum for business, industry, and the Federal government in dealing with major economic issues affecting business. His bureau will be particularly concerned with the role of industry in material resources, international short supply, environmental matters affecting business, national growth patterns, production mobilization systems, industry-consumer and industry-government relations, industry-wide data banks, and domestic business services.

In announcing the reorganization Secretary Stans said, "These changes will give us a tighter organization with more direct lines of communication.

"It is our response," Stans continued, "to the increasingly complex needs and concerns of American business both at home and abroad. In view of the increasing intensity of international competition, there is great need today for closer business/government cooperation."

To this end, the Bureau of Domestic Commerce will be made up of four major offices: Domestic Business Policy, Business Research and Analysis, Industrial Mobilization, and Business Services.

The Office of Domestic Business Policy will provide analyses of current and developing industry and trade conditions; recommend policies and program objectives to stimulate balanced growth of U.S. industry; prepare analyses of policy issues involving specific industries and business segments for use by other units of the Department, Federal agencies, Congress, and business and industry in developing policies, plans, and programs. The Office also will serve as the focal point within the Bureau for examining issues of specific industries and business segments as these

might affect the economic and technological growth of the economy.

Established to serve as a principal source within the Government for data concerning industry, the Office of Business Research and Analysis will establish and maintain a data base for use by the Government, industry, and others in analyzing and assessing developments and trends in selected industry areas.

Assures defense materials

The Office of Industrial Mobilization will carry out the Bureau's assigned industrial mobilization and readiness responsibilities under the Defense Production Act of 1950. In addition, the Office will assure readiness of materials for national defense, atomic energy, and other critical programs. It also will maintain liaison with other agencies of the Government and with friendly foreign governments on industrial mobilization matters.

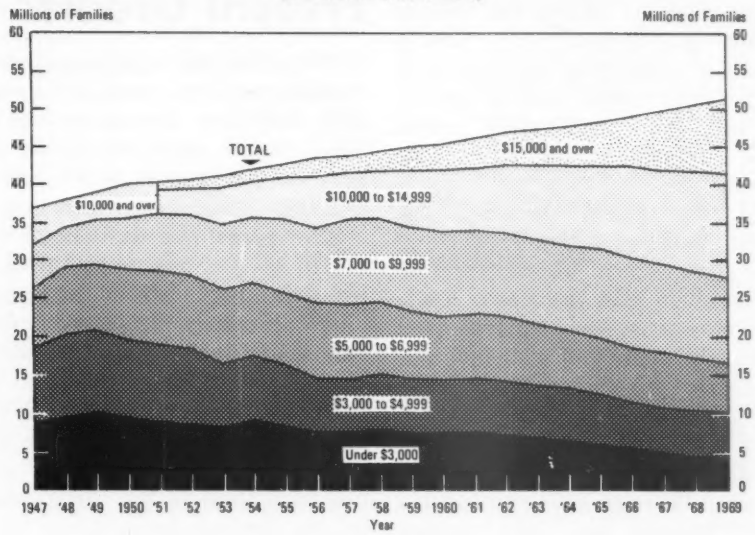
The Office of Business Services, established to serve as the Department's principal medium of contact with the local business community, includes the 42 business services field offices of the Department. Its principal functions will be similar to those of a business clearing house—ascertaining the needs and desires for information relevant to the private economy within the scope of the Department's responsibilities, arranging and participating in the delivery of the Department's business-related information products, and assisting in the planning and design of additional business information.

The Office also will promote the participation of the general business community in the National effort to solve economic and minority business problems. Through its Business Services Field Offices, local assistance and service will be provided to all business communities. The Office will carry out the domestic trade fair and the domestic international exposition functions of the Bureau.

—Bureau of Domestic Commerce

Number of Families by Family Income in 1947 to 1969

(In constant 1969 dollars)



Uptrend In Family Income Continues

The income of the typical American family continues to rise.

In fact, over a 22-year period, median family income in the United States, measured in current dollars, has tripled—from a $3,000 to $9,400.

Measured in constant dollars, the increase still is substantial in terms of real purchasing power. Even after allowing for rising prices, median money income has grown from $5,000 in 1947 to $9,400 in 1969.

This information is from the Census Bureau's latest Current Population Report on consumer income, which studies the 1969 income of families and persons. The report shows that the general rise in family income is joined by an upward shift in income distribution.

Measured in constant 1969 dollars to eliminate the inflation effect, nearly half of the families in 1947 had incomes below $3,000. By contrast, only 9 percent of the U.S. families in 1969 had incomes below $3,000.

In 1947, 4.2 million families, or 11.3 percent, had incomes of $10,000 or more. Within less than 20 years, these figures dramatically shifted, and by 1969 23.6 million families, or 46 percent had incomes over $10,000.

Although median family incomes were found to be about the same in the Northeast, North Central and Western regions of the U.S. incomes in the South averaged 14 percent below the national median.

Suburbs rank highest

Income also differs between metropolitan and nonmetropolitan areas. In 1969, family income was greater in metropolitan areas than in nonmetropolitan areas. An analysis of the metropolitan areas also shows incomes are greater in suburban areas than in the central cities.

A major characteristic of low income families is the increasing number of small families with elderly heads, female heads, families not in the labor force and those with no earners. In the upper income bracket, more working wives are the trend, contributing to the increase in family earnings throughout the country.

Higher education also shows up as a factor in raising the family

income level. In families where the breadwinner is 25 years of age or older and has completed four or more years of college, the median income is 41 percent greater than in families whose head has only completed high school, and 96 percent greater than in families whose head has only finished elementary school.

In the battle between the sexes, there are still more working men than women. Of the nearly 63 million men with incomes in 1969, 76 percent were employed full time, while only half of the 50 million women with incomes worked full-time. While the median earnings of year-round, full-time female workers increased 62 percent between 1958 and 1969, comparable male workers had their median earnings climb 73 percent. Since 1963, however, there has been no significant difference in the rate of increase in earnings between men and women working full-time.

—Census Bureau

Minorities Gain As Shipbuilders Present Greater Job Opportunities

"Whether the American shipbuilding industry becomes competitive will have a profound effect upon Negro employment," a report on *The Negro In The Shipbuilding Industry,* has disclosed.

The report was written for the Maritime Administration by Lester Rubin, associate in the Industrial Research Unit, Wharton School of Finance and Commerce, University of Pennsylvania.

Rubin, whose work details the history of the Negro's role in the shipbuilding industry from colonial days through the 1960s, credits the Federal government with being "by far the most important factor" in Negroes' gains in shipbuilding employment.

"Government policy," Rubin writes, "has been transformed from neglect during world War II to great concern during the late 1960s. Without doubt, an expanded shipbuilding industry would present greater job opportunities for Negroes in a variety of skilled occupations."

The study notes that Negro employment gains have been made at times when the industry is accelerated, such as during a war. However, the Negro, given the unskilled jobs, has been the first to be dismissed in decelerated periods.

Due to several factors

Factors affecting minority employment, according to the Rubin study, include fluctuating demands for labor, inaccessibility of many shipyards to inner city dwellers, patterns of discrimination built around past union restrictions, and the increasing size of the southern shipbuilding industry.

"The labor-intensiveness of the industry has both a positive and negative effect on Negro employment," Rubin concludes. "It does present job opportunities that are not affected by automation and technological advancement when the backlog of orders is substantial, but when layoffs do occur, the first to go are generally from the lower rungs of the job ladder. . ."

The report is one of a series of industry-by-industry studies initiated by a Ford Foundation grant to the Wharton School. The grant was made for the study of "Racial Policies of American Industry." Research and writing of the document on the shipbuilding industry was funded by the Maritime Administration after the Assistant Secretary for Maritime Affairs, Andrew W. Gibson, expressed interest in an in-depth study of employment policies in the industry his agency is charged with overseeing.

—Maritime Administration

Decentralization Proves Successful

Quicker, more direct service, on-the-spot consideration, and an immediate response to local needs have been the motivation behind the continuing decentralization policy of many Economic Development Administration functions.

EDA programs, which concentrate grants and loans in low-income, high unemployment areas, work to revitalize economically distressed areas by creating more jobs and incentives.

According to Robert A. Podesta, Commerce's Assistant Secretary for Economic Development, three programs have improved the Agency's impetus in communities by decentralization processes during 1970:

• *Office of Technical Assistance* —Technical Assistance funds are now being allocated by EDA to the Regional Offices for the development of new projects and the renewal of existing projects. The only funds being retained in Washington are those required to finance projects of National scope.

• *Public Works Allocations*—Public Works funds are now being allocated to Regional Offices. The Regional Office, therefore, is in a position to respond more authoritatively to new project proposals.

• *District Program*—The District Program, which has been decentralized to Regional Offices, allows closer working relationships with local depressed areas, and presents a clearer picture of the needs of these communities.

Because of the success of these three programs in EDA's decentralization process, plans are under consideration for further decentralization of other EDA programs.

—Economic Development Administration

Puerto Rico Needs Farm Cooperative

A study of fruit and vegetable production and sales in Puerto Rico has revealed a "definite need for modern, large-scale fruit and vegetable farming, as well as for an improved marketing system."

The solution can be found, according to Checchi and Company, the Washington, D.C., consulting firm which prepared the study for the Economic Development Administration, by the establishment of an integrated production and marketing cooperative.

The Cooperative Development Administration of Puerto Rico reported that the owners of small fruit and vegetable farms in the country are generally burdened with problems of low production and lack of management and technical expertise, as well as inadequate capital and poor marketing and distribution techniques.

Agreeing with the findings of the Puerto Rican agency, Checchi and Company proposes that a new cooperative be formed, based on the merger of four existing cooperatives, two of which are tobacco-oriented. These include the Puerto Rico Tobacco Marketing Association, the ABC Tabacalera, Mercadeo Agricola and Cooperative Bananera de Antonio Natali.

To execute the program, the report recommended a testing and experience period and a continuing expansion of the government-supported cooperative's operations.

EDA says that the first phase would cover a five-year period, during which time a "nucleus farm" would be set up, consisting of 1,000 acres of fruit and vegetable cropland. In the meantime, farmers would be recruited for membership and their production purchased, graded, packed and marketed by the cooperative. By the fifth year of operation, it is estimated the cooperative would have 250 workers employed on two farms, 200 packing and marketing workers, and a membership of more than 200 farmers producing fruit, vegetables and tobacco.

During the second part of the program, the cooperative would add 3,000 acres annually over a three-year period, providing jobs for 2,250 workers on members farms, 450 workers in the cooperative's marketing division and 100 workers for processing operations.

Estimated costs for the eight-year program are $17.2 million, and include costs of buildings, equipment, working capital and funds for the purchase of produce from members.

—Economic Development Administration

Auto/Truck Rental Data To Be Issued

Auto and truck rental and leasing business has become big business. The Nation's 5,832 auto and truck rental and leasing establishments with paid employees report an income of over $2 billion in the 1967 Census of Business.

It can be assumed, however, that this rental and leasing enterprise is not an easy one. Nearly 92 percent of these total receipts is attributed to 61 percent of the total dealerships with annual payrolls of $10,000 or more.

For the auto and truck rental and leasing companies with annual payrolls of $10,000 or more, nearly 61 percent of their income came from extended term leasing and more than 36 percent from short term rentals, with the balance from miscellaneous sources. Short term leasing has become more important than in 1963 when only 31 percent of receipts were derived from these rentals.

This information will be included in a report on "Miscellaneous Subjects-Selected Service (BC67-SS 8)", to be issued in early 1971.

The report will present data on source of receipts, type of vehicle on short term rental and extended term leasing; and vehicles sold, purchased or traded. Data are presented for the larger Standard Metropolitan Statistical Areas as well as for the entire United States. This report also will include data on other subjects not previously published. It will be available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

—Census Bureau

U.S. Becoming Better Educated

U.S. citizens are better educated today than they were ten years ago, reports a Census Bureau survey, "Educational Attainment," summarizing adult educational achievement over the past decade.

- Eighty percent of adults between 20-24 years old have earned a high school diploma.
- Whites and Negroes have shared educational gains.
- Suburban residents show greater educational attainment than central city dwellers.

Compared with only 8 percent a decade ago, persons with a college degree make up 11 percent of the adult population today. Those with a year or more of college comprise 21 percent of the adult population.

Those completing the four years of high school are 16 percent greater than the 64 percent high in 1960. And 38 percent of young adults show at least one year or more of college in 1970, compared with only 24 percent in 1960.

In 1960, men were less likely to have finished their high school education than women. But in 1970, records show they have finally become equal with women in this level of education—55 percent of both sexes claim a high school diploma.

—Census Bureau

'Ski America' Pushes Winter Sports

Colorado, the site of the 1976 Winter Olympic Games, was selected by the Department's United States Travel Service to launch a new program last month, aimed at attracting overseas winter sports enthusiasts to the United States.

The promotion, "Ski America," attracted 26 foreign ski writers and tour operators from ten countries, giving them first-hand experience with the ski conditions and accommodations in Aspen, Breckenridge and Vail. With USTS hosting the program, the visitors not only skied the slopes, but examined various ski-tour packages developed by the major ski areas, the airlines, the United States Ski Association and USTS.

USTS "Ski America" representative, Gordon McCoun, said the visiting group believed the ski facilities and accommodations in the western ski circle were comparable to the best in Europe.

McCoun, who set up the eight-day program, said the promotion was "valuable both to the foreign tour buyers and the American tour sellers. We showed the overseas operators that a profit can be realized from selling U.S. ski-tours. To our own ski industry, we pointed out the economic importance of attracting foreign travelers to U.S. ski areas."

According to Roger Tilkemeier, president of the Rocky Mountain Division of the U.S. Ski Association and originator of the "Ski America" idea, "The foreign tour operators showed most interest in two-week package ski-tours which could be offered to overseas groups during early December, all of January, and parts of April and May.

"Tour buyers," he stressed, "were impressed with the rates offered for the packages, which they said were more reasonable than expected and comparable to European and South American tours."

Cooperating with USTS in the promotion were United Air Lines, Pan American Airways, Rocky Mountain Airways, Hertz, and the U.S. Ski Association. U.S. ski areas represented at "Ski America" included Park City, Utah; Lake Tahoe, Calif.; Sun Valley, Idaho; Jackson Hole, Wyoming; and Taos, New Mexico, as well as four Colorado associations, Aspen, Vail, Steamboat Springs and Breckenridge.

"Ski America's" success has prompted talks between USTS and New England ski areas to set up a Northeast program. In the meantime, travel agents from Mexico and Venezuela will be guests at a USTS/Braniff Airlines company sponsored tour at Vail and Aspen, January 24. Plans also are underway for a 1971 "Ski America" on a world-wide basis.

—United States Travel Service

ENDLESS WINTER—*Two sportswriters (right) Ted Mateo, Rutas Agency, Buenos Aires, and Francisco N. Juarez, Panorama Magazine, Buenos Aires, from Argentina believe the "Ski America" program may be the answer to Argentines desiring a longer ski season.*

SKIING AMERICA—*Representatives of Argentina, England, France, Germany, Italy, Japan, Mexico, Norway, Sweden and Switzerland, as well as Australia, take a break with their U.S. hosts halfway up the Vail slopes, backdropped by the Colorado Rockies. Standing, third from left, is Gordon McCoun, USTS "Ski America" promoter.*

SCHUSSING—*As part of the recent "Ski America" program, a delegation of foreign ski writers and tour operators visited major Colorado ski areas to see and ski.*

SCENIC INTEREST—*The beauty of the snow-covered Colorado mountains will be attracting as well as challenging more overseas ski buffs as the word spreads.*

AH SO-O—*Two Japanese representatives at "Ski America", Hisashi Motoyama of the* Travel Journal *and Michitaka Matsui,* Nippon Express, *Tokyo, relax in their après-ski costumes.*

Manual Boosts Small Business

Publication of a new manual designed to help "preserve and enhance the competitive position of small business" was announced in December by the Small Business Administration.

The manual, Merchandise Pricing, is intended for use in the Small Business Administration's management training courses. It points out that one of the most important factors in the continued success of a business is an effective approach to pricing.

While the manual concedes that there is no "magic formula" for pricing merchandise, it says that "there is a good measure of protection in understanding something about pricing methods, and adapting some of them to the specific requirements of the individual business enterprise."

In a foreword, SBA says that the "Merchandise Pricing" manual "is intended to help preserve and enhance the competitive position of small business" through the agency's Small Business Management Development Program.

With the cooperation of educational institutions and business associations throughout the nation, the program has grown from a small beginning in 1954 to the point where SBA annually cosponsors more than 2,500 courses, conferences, problem clinics, and prebusiness workshops that are attended by about 87,000 present and prospective small business owners.

The manual presents a complete subject presentation on merchandise pricing for one or more training sessions. It also contains a case study, copies of SBA management aids and a bibliography which provide a basis for group discussion and further study.

The Small Business Administration is an independent agency. Although it is not a part of the Department of Commerce its actions are of direct interest to businessmen and will be reported in *Commerce Today.*

Copies of the manual can be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402 for $2.

—Small Business Administration

100 WW II Ships To Be Sold In 1971

If you're in the market for scrapping a World War II Liberty, Victory, an old freighter barge, or even an electronic research ship, contact your local Maritime Administration regional director.

Approximately 100 ships from the six Reserve Fleet anchorages will be offered for sale in 1971 by the Maritime Administration. The average price for an old Liberty, for example, is $40,000, a price that may fluctuate wildly depending upon the demand for scrap metal.

Last fiscal year, the Maritime Administration sold 137 ships for slightly under $10 million. Thirty-eight of these ships were sold abroad.

Currently, two World War II-built tankers, presently located at Cam Ranh Bay, Vietnam, are being offered for sale for scrapping in the U.S. or friendly foreign countries. Named *French Creek* and *Lone Jack,* the two T-2's are part of a group of 11 which were reactivated from the National Defense Reserve Fleet in 1966 for duty in Vietnam. The ships are used as floating power plants.

The remaining nine vessels are tentatively scheduled to be offered for scrapping during 1971, as they are replaced with shoreside power units. The successful bidder or bidders will have 12 months to dismantle the ships, with the right to reuse machinery and equipment.

—Maritime Administration

New Year Begins With 206 Million

The United States opened the new year with a population of 206,541,111.

According to the Census Bureau, this estimate is consistent with the 1970 count and includes the population of the 50 States and the District of Columbia, the Armed Forces and the Federal employees overseas and their dependents living with them.

Last year, the population increased by 2,272,000; increases in 1969 and 1968 were 2,084,000 and 2,022,000, respectively. The greatest net annual increase ever recorded was 3,058,000 in 1961. The rate of gain during 1970 was barely over 1.1 percent, slightly higher than the rate during 1969. During 1947-61, the annual rate of gain ranged from 1.6 to 1.8 percent.

The net gain during 1970 was the result of approximately 3,743,000 births; 1,927,000 deaths; and 456,000 added by net immigration.

—Census Bureau

Business Calendar

Jan. 21-24—Chicago, Ill.—American Society of Travel Agents Central Regional Conference. Contact Vincent Sheridan, Custom Travel Service, Inc., 1755 W. 95th St., Chicago, Ill. 60643.

Jan. 28—Savannah, Ga.—Census User Conference. For information contact James McIntire, director, Department of Commerce field office, 235 U.S. Court House and Post Office, 125 Bull St., Savannah, Ga., 31402. Phone: 912-232-4321.

Feb. 3—Notre Dame, Ind.—Census User Conference. Contact Dr. Thomas Broden, Urban Studies Institute, Notre Dame, Ind., 46556. Phone: 219-283-1113.

SCIENCE & TECHNOLOGY REPORT

- NOAA scientists join Antarctic research
- Operating a sun observation network
- Space weather test to uncover details
- Meteorologist claims Pacific cools eastern U.S.
- A chilling ta(b)le
- Patents of special interest

NOAA Scientists Join Antarctic Research Program To Make Environmental Studies

Scientists from Commerce's National Oceanic and Atmospheric Administration are participating this winter in the 1970-71 U.S. Antarctic Research Program as part of a 200-man team of U.S. and foreign scientists and technicians conducting experiments and research on various aspects of the Antarctic environment over the coming year.

The work is financed by the National Science Foundation.

Seven NOAA scientists will spend the Antarctic winter on the continent, remaining until the next Northern Hemisphere fall; the remainder will conduct their research during the Antarctic summer and will probably return in March.

NOAA scientists will be stationed at the Byrd and South Pole stations. Another will spend a year at the Soviet station Vostok as an exchange scientist.

The National Ocean Survey of NOAA will operate seismological and magnetic observatories at the South Pole and Byrd stations. The seismological observatories serve as "listening posts" for NOAA's global earthquake monitoring network, which makes it possible to determine the location and strength of earth tremors, and for studies of the structure of the earth's crust. At Byrd Station, seismic waves from Northern Hemisphere earthquakes which pass through the earth's core are recorded on magnetic tape from a four-station array for later analysis. Their

TRIPLE-HEADER PACKAGE—*An instrument package including a radiometersonde, ozonesonde and radiosonde is prepared by another Weather Service meteorologist for balloon launch at South Pole Station. The instrument package measures incoming and reflected solar radiation, air temperature, humidity, and ozone content of the atmosphere. By tracking the instrument package scientists also obtain data on wind speed and direction.*

FEATURELESS SURFACE—*An Antarctic Research Program scientist returns from riometer building across the featureless ice surface to South Pole Station. The riometer, located in a structure beneath the ice surface, transmits a radio signal used to measure the opacity of the ionosphere to radio waves and is conducted by scientists of NOAA's Environmental Research Laboratories.*

SATELLITE TRACKER—*An ionosphere physicist adjusts a helical antenna used to track Alouette II satellite as it passes from horizon to horizon over Byrd Station, Antarctica. Another antenna tracks Pogo and Injun V satellites.*

study will provide information on the depths at which earthquakes occur and the internal composition of the earth's core.

Magnetic data will be recorded continuously at the Byrd and South Pole stations through the Antarctic winter of 1971. Analysis of the data will be aimed at gaining new knowledge of the short and long-term variations in the earth's magnetic field; correlating the magnetic variations with auroral behavior, electromagnetic propagation, the earth's radiation belts and with ionospheric variations; and providing knowledge of the changes in the earth's magnetic field for the production of magnetic charts and to furnish essential magnetic data for nautical and aeronautical charts.

National Weather Service personnel will measure surface weather conditions and the atmospheric temperature, pressure, humidity and wind in the free atmosphere above the South Pole station. They will also make surface and upper air measurements of ozone concentrations, radiation fluxes, collect air samples for carbon dioxide concentration determination and air filter for radioactivity monitoring, make continuous measurements of the air conductivity current and potential gradients, and determine the turbidity of the atmosphere on a routine basis.

Weather service personnel will also provide operational weather support to U.S. Navy aircraft during the summer flying season.

Scientists of the Environmental Research Laboratories will study high latitude upper atmospheric physics—the interactions among the earth's air envelope, the geomagnetic field, and incoming radiation from the sun and space. The study is directed toward increasing man's knowledge of the solar-terrestrial relationship. In the Antarctic, it includes observations of such phenomena as aurora and airglow, whistle, hiss, and other very-low frequency (VLF) radio noises,

MAGNETIC MEASURE—*A scientist of the former Coast and Geodetic Survey, now part of the National Ocean Survey, measures declination of the earth's magnetic field with this D magnetometer in a tunnel deep under the ice surface at South Pole Station. Such measurements, when coupled with other studies, can reveal information about the effects of solar events on earth-related phenomena.*

radio-wave propagation, ionospheric absorption, geomagnetic fluctuations and cosmic-ray bombardment. ERL scientists will monitor VLF signals from transmitters in Maine, Hawaii, Washington State, the Canal Zone, and England. Studies will also be conducted of ultra-low frequency disturbances in the outer magnetosphere. —*NOAA*

NOAA Operates Sun Observation Network

Communications networks, power companies, airlines, aerial surveyors and agencies operating satellites may discover more uniform and accurate data on solar activities is available as the result of a recent takeover of the Solar Particle Alert Network (SPAN) by the National Oceanic and Atmospheric Administration.

SPAN, which became operational in 1966 in support of the National Aeronautics and Space Administration's space flight programs, maintains a worldwide solar observatory network including seven optical and three radio telescopes.

As part of managing SPAN, two Australian technicians are being trained in Boulder, Colorado, at NOAA's Space Disturbances Laboratory. The technicians will man the solar observatory at Carnarvon, Australia. In addition to the Boulder and Australian facilities, a third major observatory is located in the Canary Islands.

The takeover has resulted in the relocation of a radio telescope from NASA's Houston operations to Table Mountain, Colorado. With the completion of the Table Mountain project, Boulder scientists will have continuous coverage of the sun's activities by radio telescope.

Boulder will be responsible for the quality control of SPAN's operations, remarked Robert Doeker, Chief of Forecast Services of the Space Disturbances Laboratory. He added that his group is trying to make it a more accurate solar observing system than it has been in the past. Scientists will be able to apply more uniform observing techniques and to specify methods of interpreting and translating data. In addition to observing solar activity, the Forecast Center develops techniques to predict the sun's future.

The Space Disturbances Laboratory and NASA have cooperated in the past in observing solar disturbances that affect man in space or on earth. An optical observatory has been managed by NOAA's Environmental Research Laboratories as a part of SPAN since 1967.

When needed, the three operational observing stations can be supplemented by a standby observatory in Houston. Information can also be obtained from observatories in Iran and Hawaii, and from facilities in Michigan and East Australia.

—*NOAA*

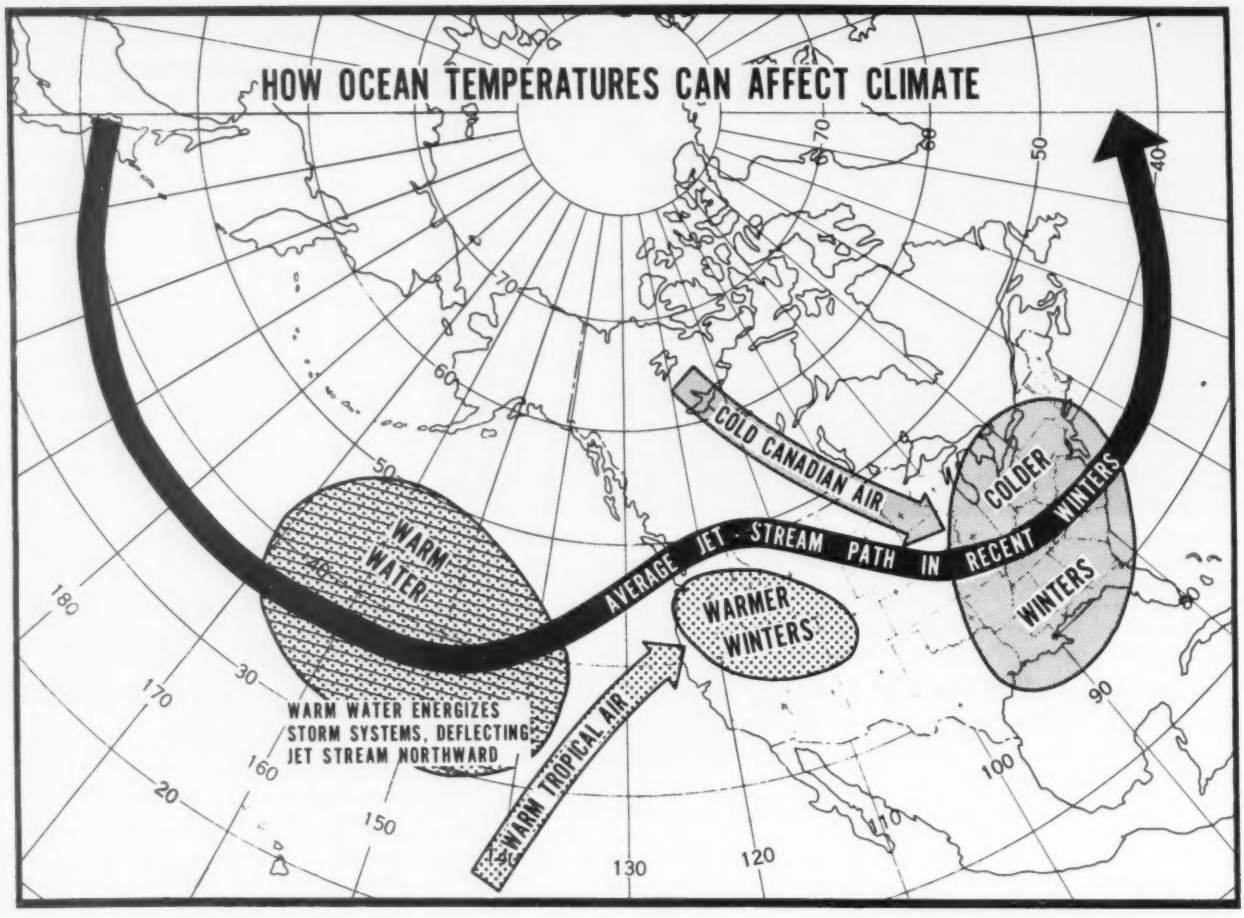
Space Weather Test To Uncover Details Of Upper Atmosphere

Hitching a ride on a geophysical satellite, a space-weather experiment is planned by the National Oceanic and Atmospheric Administration by which scientists hope to learn more about both the earth and the magnetosphere.

"We hope to fly a simple experiment," stated Dr. Donald J. Williams of NOAA's Space Disturbances Laboratory in Boulder, Colo. "When activated 22,300 miles above the nighttime earth, a device will trigger a self-quenching flow of electrons into the upper atmosphere."

Dr. Williams said "our proposed experiment in modifying space weather requires interacting with our environment in a scientifically significant yet totally non-destructive way."

The experiment, described as a means of studying the space environment by producing fleeting, harmless effects, involves squirting small blobs of electrically charged gas from the satellite. The short-term project may produce visible auroral displays in the night sky by creating an artificial electron precipitation event. —*NOAA*


HOW OCEAN TEMPERATURES CAN AFFECT CLIMATE
COLD CANADIAN AIR
COLDER WINTERS
AVERAGE JET STREAM PATH IN RECENT WINTERS
WARM WATER
WARMER WINTERS
WARM WATER ENERGIZES STORM SYSTEMS, DEFLECTING JET STREAM NORTHWARD
WARM TROPICAL AIR

Meteorologist Claims Warm Pacific Cools Eastern U.S.

Because of a warm spot on the surface of the North Pacific Ocean, the eastern United States is experiencing colder winters.

At least that is the opinion of one of Commerce's National Oceanic and Atmospheric Administration meteorologists. Jerome Namias, chief of the Extended Forecast Division of the National Weather Service and research scientist for the Scripps Institution of Oceanography at San Diego, believes that observed changes in ocean temperature seem linked to large-scale displacements of air currents around the globe.

Air pollution blotting out sunlight has been proposed by some as an explanation for colder weather while others have suggested that increased volcanic dust may be responsible. A third idea is that the U.S. may be experiencing a cyclical variation in energy output of the sun.

However, it is generally accepted by meteorologists that the oceans are generators of world weather. They cover about 70 percent of the earth's surface, change temperature much more slowly than the air above so that they act as a sort of governor on global climate.

Meteorologist Namias argues that the air-sea relationship is so basic that "scientists may be overlooking the most important factor by neglecting this interaction" when seeking to explain the cooling trends. He believes it quite possible that warm surface water in the North Pacific is responsible for colder winters in the eastern U.S.

To understand how warm ocean water could produce cold winds thousands of miles distant, one needs to visualize the high-level river of air that undulates from west to east around the Northern Hemisphere. This planetary flow, whose core is known as the jet stream, is a permanent feature of the atmosphere, although its distance from the Equator and sinuous shape are constantly changing.

During the decade of the sixties, Namias points out, a persistent shift took place in the winter jet stream, and a pattern like that in the accompanying map occurred more often than in previous years, with cold air from the north repeatedly sweeping down over the eastern two-thirds of the nation. Result was that in the east, "winter

temperatures averaged one to four degrees Fahrenheit below the 1931-60 mean," he said, while "west of the continental divide, temperatures averaged above normal."

In view of this demonstrable link between global wind flow and this particular cooling trend, Namias thinks it unlikely that air pollution and volcanic activity have much to do with it.

Much more probable, in his view, is an association with an ocean-temperature change in which "the sea surface over much of the North Pacific was abnormally warm." This, he believes, has produced a strengthening of storm systems there, which ultimately generated more frequent wind flows than usual from the Canadian Arctic into the eastern U.S. —*NOAA*

A Chilling Ta(b)le

Don't rely on the thermometer to determine how chilly it is outdoors these wintry days, says the National Oceanic and Atmospheric Administration. The windspeed has to be figured in too.

NOAA studies indicate that heat loss from the surface of the body is strongly affected by both temperature and wind. This is known as wind chill.

For example, a 15-mile-an-hour breeze with the thermometer standing at a cold but not unbearable 35 degrees, produces the effect of a bitter, freezing 16 degrees.

NOAA, a new Commerce agency created to improve man's understanding and uses of the physical environment and oceanic life, has produced an "equivalent temperature" chart to demonstrate the remarkable cooling power of wind chill and assist the public in "what-to-wear" decisions.

The chart is based on studies made by Arctic explorers and military experts and shows the combined effects of wind and temperature as equivalent calm-air temperatures.

Wind chill information is included routinely in the messages issued by many of NOAA's National Weather Service forecast offices. —*NOAA*

WIND CHILL

Equivalent Temperatures (°F)

Windspeed (Miles per hour)	Calm	5	10	15	20	25	30	35	40	45	50
Calm	35	30	25	20	15	10	5	0	−5	−10	−15
5	33	27	21	16	12	7	1	−6	−11	−15	−20
10	21	16	9	2	−2	−9	−15	−22	−27	−31	−38
15	16	11	1	−6	−11	−18	−25	−33	−40	−45	−51
20	12	3	−4	−9	−17	−24	−32	−40	−46	−52	−60
25	7	0	−7	−15	−22	−29	−37	−45	−52	−58	−67
30	5	−2	−11	−18	−26	−33	−41	−49	−56	−63	−70
35	3	−4	−13	−20	−27	−35	−43	−52	−60	−67	−72
40	1	−4	−15	−22	−29	−36	−45	−54	−62	−69	−76
45	1	−6	−17	−24	−31	−38	−46	−54	−63	−70	−78
50	0	−7	−17	−24	−31	−38	−47	−56	−63	−70	−79

VERY COLD

BITTER COLD

EXTREME COLD

	60	65	70	75	80	85	90	95	100	105	110
Calm	−50	−55	−60	−65	−70	−75	−80	−85	−90	−95	−100
5	−60	−65	−70	−75	−81	−86	−91	−96	−102	−107	−112
10	−83	−89	−95	−101	−107	−113	−119	−125	−131	−137	−144
15	−96	−102	−109	−115	−121	−128	−134	−141	−147	−153	−160
20	−112	−117	−124	−131	−139	−145	−153	−159	−166	−173	−181
25	−120	−128	−135	−142	−149	−157	−164	−171	−178	−185	−192
30	−127	−135	−143	−150	−158	−166	−173	−181	−188	−196	−203
35	−133	−141	−149	−158	−166	−173	−181	−189	−196	−204	−212
40	−138	−147	−155	−164	−172	−180	−188	−196	−203	−211	−219
45	−140	−149	−159	−166	−175	−183	−192	−200	−208	−216	−224
50	−141	−150	−160	−167	−176	−185	−193	−202	−210	−218	−226

BE YOUR OWN WEATHERMAN—*To find the equivalent temperature at a given windspeed find the calm-air temperature along the top line of the NOAA chill table and read down to the line parallel the windspeed. For example, a calm-air temperature of zero degrees has an equivalent cooling effect of minus 40 degrees at a windspeed of 20 miles per hour.*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

—Tree harvester. A tree harvester which converts standing trees directly into chips by delimbing the tree from the bottom to the top, topping the tree, and debarking the tree trunk from the top towards the bottom followed by converting the tree trunk into chips from the top toward the bottom. Endless chains are used for the delimbing, chipping and debarking operations. The chipping chain employs knives which cut the trunk in such a manner to produce chips with long fibers, and direct the chips upwardly out of the path of the knives. Patent No. 3,545,509 issued to Joseph Baxter, Jr., Franklin, Ohio, and assigned to the Black Clawson Company, Hamilton, Ohio.

—Tree shelter. An enclosure when suspended from a tree forms a shelter and when supported on the ground may serve as a blind or other similar type shelter for a hunter or sportsman. The device may also be placed in a horizontal position to provide a shelter hammock. Patent No. 3,545,461 issued to Everett R. Carlson, 940 Lashley, Boulder, Colo.

—Bathtub safety aid. A hydro bathtub safety aid consisting of a swivel chair connected to a hydraulic cylinder which can be raised or lowered by an invalid by means of conventional water supply pressure in the home. Patent No. 3,545,013 issued to Harlen A. Discoe, P.O. Box 1511, Grand Island, Neb.

—Heat pump apparatus. A self-contained reverse cycle heat pump containing a generally V-shaped outdoor air-to-refrigerant heat exchanger to alleviate the accumulation of ice and snow during operation of the heat pump and to facilitate heat exchanger frosting. Patent No. 3,545,224 issued to Thomas J. Nicoski, Albert Lea, Minn., and assigned to the Trane Company, La Crosse, Wis.

—Mortar spreader. A mortar spreader to aid in the construction of walls of bricks, blocks or other building units that lays two even ribbons of mortar on the previous course of brick or block. The ribbons are spaced inside the edge of previous course so that block may be placed on top. Patent No. 3,545,159 issued to Max E. Brewer, 10226 Don Pico Road, Spring Valley, Calif.

—Educational game. An educational game board having on one side numerical answers randomly arranged in rows and columns and on the other a plurality of word answers randomly arranged in rows and columns. Each student marks the answers until a complete row or complete column is marked. The student must correctly solve the problem in order to mark the correct answer. The winner is the student first correctly solving the required number of problems. Patent No. 3,545,101 issued to Mary L. Fike, Route 1, Box 240, Lakeland, Fla.

—Tire plugger. A hand tool for inserting a puncture repair plug into a tire casing from the exterior. The T-shaped plug consists of a cylindrical shank and a relatively wide flat flexible head which is foldable toward the shank axis to be inserted into the tool for insertion into the puncture. Patent No. 3,545,314 issued to Charles J. Docter, 6119 Virginia Ave., St. Louis, Mo.

—Door chime music box. Swiss music boxes are used as door chimes and the particular feature consists in providing a housing and mount for a music box which is simple and economical in manufacture and readily installed on a door or in conjunction with a door. Patent No. 3,545,328 issued to Andrew Abrams, 156 E. 52nd St., New York, N.Y. 10022.

In addition to patents, the Patent Office also registers trademarks for goods and services used within interstate commerce. Among the recently published trademarks were: "Crescup" for drinking cups, "Boneshaker" for toy motorcycles, "Toofums" for dolls, "The Great Put-on" for pen holders, "Bloke" for soft drinks, "Flower Power" for chewing gum, "Spree" for toy store services, and "Past" for soft drinks.

Abstracts and drawings of patents are published as they are issued in the *Official Gazette of the United States Patent Office* each Tuesday. About 1,800 patents are issued each week. Copies of the *Official Gazette* may be obtained from Superintendent of Documents, Government Printing Office.

Science Calendar

April 20-23, 1971—Orlando, Fla.—Fifth Florida Industries Exposition Inventors Congress. Produced in cooperation with Commerce's Office of Inventions and Innovations, National Bureau of Standards, and the Patent Office.

May 10-14, 1971 — Gaithersburg, Md.—National Bureau of Standards, Flow—Its Measurement and Control in Science and Industry. Cosponsors: American Institute of Physics, American Society of Mechanical Engineers, Instrument Society of America.

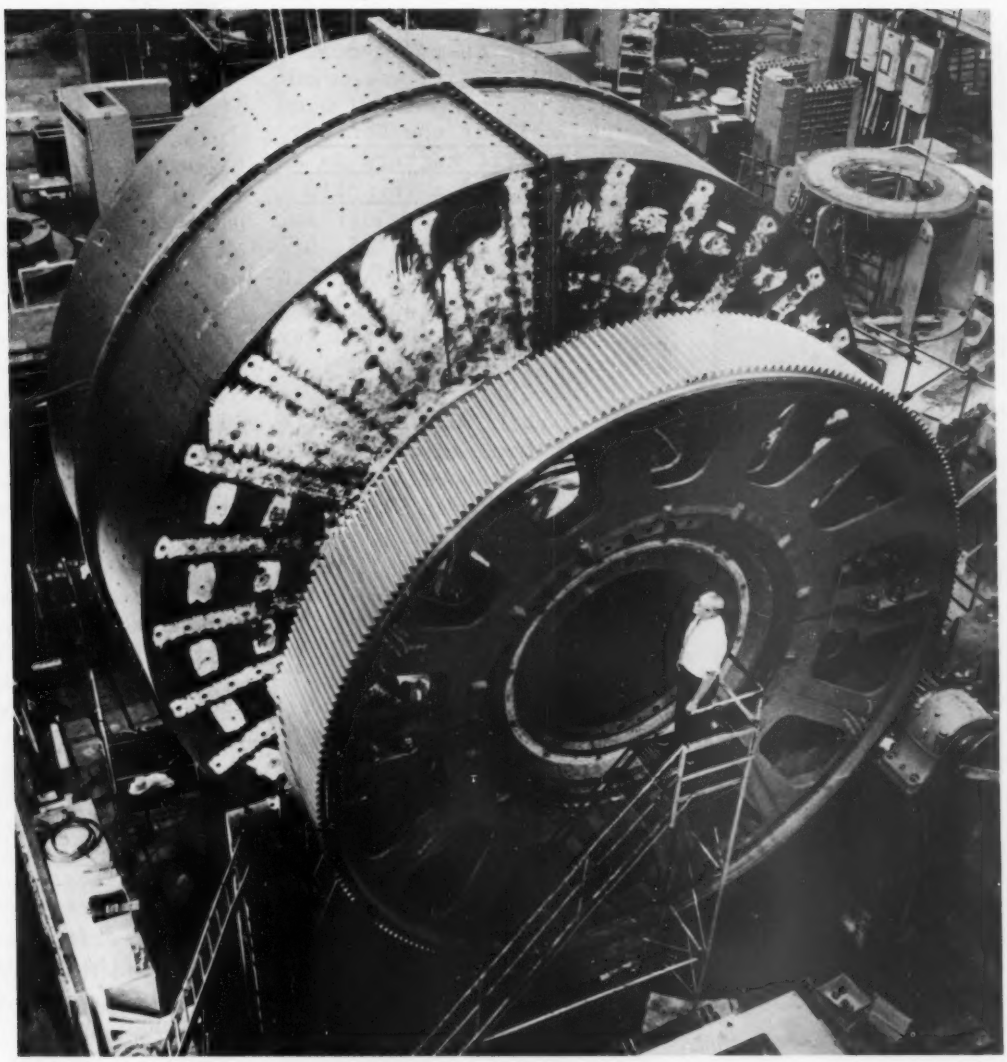
June 16-18, 1971 — Gaithersburg, Md.—National Bureau of Standards, Summer Symposium in Analytical Chemistry. Cosponsor: American Chemical Society.

June 21-24, 1971—Washington, D.C.—Fifth Symposium on Temperature, Its Measurement and Control in Science and Industry, Sheraton Park Hotel. Sponsors: American Institute of Physics, the Instrument Society of America, and the National Bureau of Standards.

JANUARY 11, 1971

International Commerce

- U.S. trade prospects in major regional markets
- Highlights of December's official trade actions
- Graduate business students will assist new exporters
- Latin trade mission sells high techonlogy products
- More international trade, investment leads presented



U.S. Trade Outlook In Six Regions

Page 37

International Trade Winds

Company News

LAND DEVELOPMENT—North American Rockwell Corp., El Segundo, Calif., has signed an agreement with the Government of the Bahamas for engineering studies which may lead to a multi-million dollar development of North and South Bimini as a resort and recreational area. The project will be a joint venture between the two concerns. Proposed projects cover the dredging of a harbor at East Wells Inlet, constructing a marina, recreating an old Bahamian town, plus providing tourist facilities such as restaurants.

FOODS—Societe Foster Wheeler Francaise, subsidiary of Foster Wheeler, Livingston, N.J., will construct a multi-million dollar complex for the manufacture of edible protein concentrate from yeast cultured on petroleum at Cap Lavera, France. The plant is scheduled to go on stream in 1971; initial plant production of protein concentrate by fermentation will amount to more than 100,000 pounds per day.

BANKING—Bank of America has created an International Financial Center in London to coordinate the bank's overseas money and exchange activities and provide consultant services to customers and financial institutions. The Center will include the bank's London Euro-currency unit which previously handled operations in the Eurodollar market.

COMPUTERS—Sperry Rand's Univac division sold four computer systems valued at $4.6 million to the Swedish Government Office of Organization and Management on behalf of the Centrala Bilregistret, Sweden's central automobile registration agency. The Philadelphia firm's systems, scheduled for delivery early this year, will also perform census work.

APPAREL—Blue Bell, Inc. of Greensboro, N.C. has granted licensing rights to Textil Veltex S.A. of Sao Paulo to produce and market Wrangler-brand Western clothing throughout Brazil. Under the agreement, the firm must meet manufacturing standards set in the U.S. for Wrangler apparel. Textil Veltex is a vertical soft goods firm with textile operations from spinning and weaving to cutting and sewing. Blue Bell has marketing operations on five continents.

Newsmemo

New Year's Day brought tariff benefits for U.S. exporters in many of the major world markets. The fourth of five Kennedy Round step cuts took effect then in 26 nations (including the U.S.) Duties due to be reduced, say, from 10 to 5 per cent as a result of the 1967 GATT negotiations thus came down to the 6 per cent level. Final step cuts are due next New Year's.

The roll of the Kennedy Round tariff cutters is a blue ribbon one in world trade: Australia, Austria, Chile, Czechoslovakia, Denmark, the EEC nations, Finland, India, Israel, Japan, Korea, New Zealand, Norway, Peru, Portugal, South Africa, Spain, Sweden, Turkey, U.K., U.S. Meanwhile Canada, Dominican Republic, Iceland, Ireland, Switzerland and Trinidad are ahead of schedule and have virtually completed all their Kennedy Round cuts.

What can multinational companies contribute to progress of the world's developing nations? Dr. George White of Xerox puts it succinctly: "The multinational firm, always looking for increased efficiency, would naturally make best use of the available resources, people and material. Such organizations have already available the mechanisms and resources necessary for an optimum transfer of technology."

It's Visit, Investigate, Purchase for buyers from abroad at three major U.S. trade shows scheduled for New York's Coliseum. The V.I.P. treatment for such buyers at Design Engineering and Chemical Industries shows in '71 and the AMA Packaging expo next year will be handled by the New York Regional Export Expansion Council. Four prior V.I.P. efforts, beginning in 1966, have added $60 million to the plus side of the U.S. balance of payments.

Faced with a widening trade gap, Italy is stepping up its export promotion this year with, among other things, a 21 per cent rise in the funds for its Institute for Foreign Trade. Italy is dividing its promotional efforts several ways, including a third toward the industrialized nations, a third toward the LDC's (which Italy believes offer best chances for rapid expansion of sales), and 10-15 per cent toward the state-trading nations.

A competitive edge in overseas operations could well come from use of free trade zones abroad. Data on facilities, administration, restrictions of such customs-privileged areas in Europe, Latin America, the Caribbean, Asia and Africa is found in the new Commerce manual, "Free Trade Zones and Related Facilities Abroad."

See Further Rise In U.S. Exports To Latin America

U.S. exports to Latin America are expected to grow by 7.8 percent in 1971, rising from an estimated $6.4 billion in 1970 to $6.9 billion in 1971. The year 1970 was in itself a banner year with exports to the region up 14.7 percent over the $5.6 billion recorded in 1969. While this increase in part reflected price increases, in constant value U.S. exports probably rose by about 9 percent.

The slower growth rate for 1971 reflects softening in Latin American export earnings as commodity prices decline, slackening in the pace of industrialization which proceeded with unusual vigor in 1970, and growing competition for U.S. exporters from European and Japanese suppliers.

In our major Latin American markets, the demand for U.S. exports remains favorable in Brazil, Colombia, Mexico, Peru and Venezuela, but no increase is expected in the Argentine market and a decline is foreseen in the Chilean. Growing oil revenues should help increase Ecuador's imports from the United States. A buoyant market is foreseen in the countries comprising the Central American common market and in Panama, where our exports are expected to record gains of from 9 percent (Honduras) to 13 percent (Guatemala). Modest gains are also expected in the Caribbean market, particularly in Jamaica, Bahamas, Dominican Republic, Netherlands Antilles and Trinidad-Tobago.

The outlook in our three major markets of the region—Mexico, Brazil and Venezuela—is quite favorable; these three countries alone account for about 50 percent of our exports to Latin America, with Mexico taking about 25 percent, Brazil 13 percent and Venezuela 12 percent. Exports to Mexico are expected to grow by about 10 percent, rising from $1.7 billion in 1970 to $1.9 billion in 1971. Exports to Brazil, spurred by favorable export earnings and the high level of economic development in that country, are also expected to increase by about 9 percent from $825 million in 1970 to $900 million in 1971. Our exports to Venezuela are expected to expand by about 6 percent, from $765 million in 1970 to $811 million, stimulated by possible conclusion of petroleum service contracts and large scale investments in petrochemicals, steel and transportation. The market in these countries is largely for capital goods, equipment and essential raw materials.

Argentina, Colombia, Chile and Peru, our other major markets, account for 7, 6, 4 and 3 percent,

Market Outlooks

This is the first of six reports, continuing through page 47, on the outlook for U.S. trade in major regional markets. An overall analysis of U.S. trade prospects begins on page 15.

U.S. Share Of Imports Into Latin America And The Caribbean

Country	1969 Imports (c.i.f.)			1970 Imports (c.i.f.) January through latest month			
	From world (million dollars)	From U.S.	U.S. share %	Latest month	From world (million dollars)	From U.S.	U.S. share %
Central American Common Market	1,084	392	36.2	(1)	(1)	(1)	(1)
Costa Rica	245	86	34.9	Feb.	45	15	32.5
El Salvador	209	61	29.2	Sept.	156	(1)	(1)
Guatemala	269	98	36.5	(1)	(1)	(1)	(1)
Honduras	184	80	43.2	(1)	(1)	(1)	(1)
Nicaragua	177	67	37.8	(1)	(1)	(1)	(1)
Latin American Free Trade Assoc.							
Argentina	1,576	346	21.9	May	656	161	24.6
Brazil	2,265	682	30.1	(1)	(1)	(1)	(1)
Chile	[2]740	[3]279	[3]37.7	(1)	(1)	(1)	(1)
Colombia	686	312	45.5	(1)	(1)	(1)	(1)
Ecuador	262	85	32.4	June	122	(1)	(1)
Mexico	1,078	1,298	62.5	Sept.	1,814	1,154	63.6
Paraguay	82	19	22.6	Oct.	61	13	20.7
Peru	601	186	30.9	Aug.	411	131	31.9
Uruguay	197	27	13.6	June	112	(1)	(1)
Venezuela	1,751	878	50.1	(1)	(1)	(1)	(1)
Bahamas	(1)	(1)	(1)	June	165	99	59.6
Barbados	97	22	22.4	(1)	(1)	(1)	(1)
Bermuda	75	37	49.7	Mar.	22	9	43.6
Guyana	118	25	21.4	May	54	14	25.5
Jamaica	442	185	41.9	Mar.	114	45	39.4
Netherlands Antilles	[3]617	[3]62	[3]10.1	(1)	(1)	(1)	(1)
Panama	294	107	36.4	Mar.	76	(1)	(1)
Trinidad and Tobago	483	71	14.7	July	300	38	12.5

Note: In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Netherlands Antilles and Venezuela.
[1] Not available.
[2] January-October.
[3] January-September.
Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

HELP KEEP HONDURAS CLEAN—*That's what this recently-purchased U.S. street sweeper is doing, as U.S. Embassy personnel look on. U.S. export gains in CACM countries this year should range from 9 percent in Honduras to 13 percent in Guatemala. Photo on Page 35 shows massive shipment of Allis-Chalmers, Milwaukee, to Turkey.*

respectively, or 20 percent of our exports to the region. The outlook in these countries varies. In Argentina conditions remain in a state of flux as the business community assesses the policies of the new government installed last June. U.S. exports are expected to remain at last year's level of about $435 million. On the other hand, our exports to Colombia, which rose by 25 percent in 1970 to $381 million, should score a further gain of about 7 percent to about $408 million in 1971. A highly improved exchange reserve position and pent-up import demand should continue to spur U.S. exports to Colombia.

Exports to Chile, however, are expected to decline by some 20 percent, to about $230 million, as a result of a reduced level of economic activity, gradual completion of the copper expansion program, and efforts by the new administration to diversify its trade through increased commerce with Socialist countries. U.S. exports to Peru should grow by about 5 percent from $200 million in 1970 to $210 million in 1971, as a result of a greatly improved foreign exchange position, expansion of domestic money supply and pent-up demand for capital and raw materials.

The outlook in the smaller markets of South America—Bolivia, Ecuador, Paraguay and Uruguay—is also mixed, but for the area as a whole it is favorable. Largely because of the improvement in exports to Ecuador, U.S. sales to the four countries increased from $211 million in 1969 to about $235 million in 1970 and are expected to reach $270 million in 1971.

In Bolivia, political uncertainty following the October coup could offset beneficial effects of favorable world prices for minerals and settlement of the Gulf Oil dispute. U.S. exports, down sharply to $46 million in 1970, are expected to rebound to the 1969 level of about $56 million.

In Ecuador, the combined effect of devaluation, a tight fiscal policy and development of petroleum reserves has greatly affected the trade outlook. U.S. exports last year rose by 30 percent to $130 million and are expected to climb to $152 million in 1971. U.S. exports to Paraguay are expected to decline from $18 to $14 million as U.S. tobacco and other products face restrictions and growing competition.

The value of U.S. exports to Uruguay, which rose by 30 percent to $41 million in 1970, is expected to rise to $48 million, an increase of 17 percent, in 1971. However, declining exchange reserves, political turbulence and uncertainty concerning future policies could affect the outlook.

Central America is one of the most buoyant regions in Latin America for U.S. exports. U.S. exports to the region, comprising the rapidly growing Central American Common Market and Panama, amounted to about $605 million in 1970, representing 10 percent of U.S. exports to Latin America. Exports to this area should increase to $670 million, a rise of about 11 percent.

The Caribbean area comprises a significant market for U.S. products, with our exports in 1970 amounting to about $968 million, or 15 percent of U.S. exports to Latin America. It has special significance since it is a relatively free trade area where many consumer products generally excluded in other Latin American regions may find an outlet. Among the major individual markets in the region are Jamaica (U.S. exports $190 million in 1970), Bahamas ($180 million), Dominican Republic ($139 million), Netherlands Antilles ($123 million), Trinidad and Tobago ($83 million) and Bermuda ($82 million). The outlook is for an increase of about 5 percent in 1971, bringing U.S. exports close to $1.0 billion.

Policy Decisions Will Affect Europe's '71 Import Level

Boom conditions have prevailed in Western Europe since 1968. During this period the six countries of the European Economic Community (EEC) have been the most dynamic force in world trade. EEC imports have risen sharply, both from member countries and from third countries. The United States has been a major beneficiary of this strong import demand.

In part this pronounced propensity to import may be traced to European production bottlenecks and shortages of goods and factors of production. In most countries manpower shortages have been acute. In West Germany wage increases have been the highest since the Korean War. Wage increases are running at more than 10 percent above the previous year's level in the majority of the Western European countries. Even in countries where demand pressures have been moderate, or even somewhat weak, inflation has become a serious problem.

Although here and there indications of a weakening of demand have appeared, such as thinner order books and larger inventories, most forecasts for 1971 envisage another year of substantial, if slightly reduced, growth. For the EEC a GNP increase in real terms of 4.5 percent is expected by the Commission of the European Communities, compared to about 6 percent in 1970. If demand in fact weakens appreciably and threatens serious unemployment, pressures for expansionist policies are bound to appear. While progress toward price stability is now being made, wage demands are not always matched by productivity gains and continue to push costs and prices up.

Will management offer greater resistance to labor's demands? Will government policymakers relax the priority accorded to the goal of price stability? In 1971 the pace of investment, economic growth and, in turn, the level of imports is likely to be affected by the answers to policy questions such as these to a greater extent than has been the case for several years.

In some European countries the utility of imports as a price depressant is given considerable recognition. Both Switzerland and Austria have accelerated their implementation of Kennedy Round tariff reductions for this purpose. The normal schedule, which most of the Kennedy Round participants are following, calls for the final cut to be made on Jan. 1, 1972.

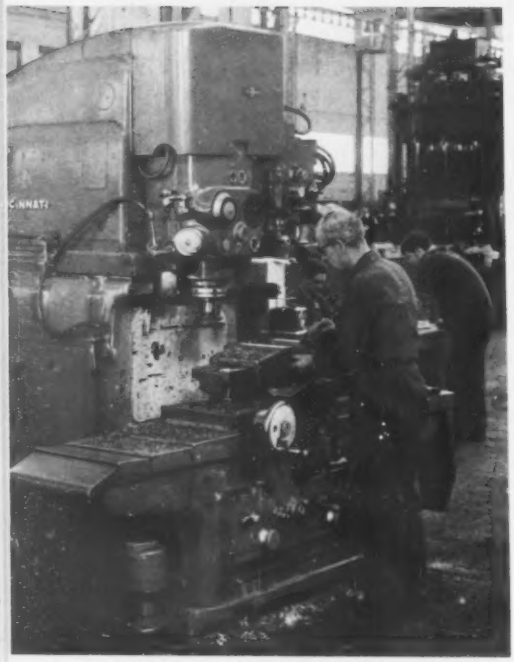
Several countries are entering the new year with much healthier balances of payments. The improvement in the United Kingdom balance, which dates from the second quarter of 1969, has continued. The devaluation of the franc in August 1969 helped to bring about a recovery in France's foreign exchange position. The Italian payments deficit, which reached $1.4 billion in 1969, has been manageable lately. Spain has succeeded in building up its reserves, which had fallen to a dangerously low level a year ago.

Even if the negotiations between the United Kingdom and the countries of the EEC are successfully concluded in the course of 1971,

U.S. Share Of Imports Into Western Europe And Canada

Country	1969 Imports (c.i.f.)			1970 Imports (c.i.f.) January through latest month			
	From world	From U.S.	U.S. share	Latest month	From world	From U.S.	U.S. share
	(million dollars)		%		(million dollars)		%
European Economic Community	75,730	7,328	9.7	June	43,448	4,462	10.3
Belgium-Luxembourg	9,989	766	7.7	June	5,552	469	8.5
France	17,373	1,466	8.4	Sept.	13,939	1,407	10.1
Germany, Federal Republic of	24,926	2,618	10.5	Sept.	21,897	2,394	10.9
Italy	12,450	1,411	11.3	Aug.	9,673	1,028	10.6
Netherlands	10,992	1,067	9.7	July	7,558	744	9.8
European Free Trade Association	44,085	4,438	10.1	Aug.	32,726	3,263	10.0
Austria	2,825	84	3.0	Sept.	2,569	92	3.6
Denmark	3,799	293	7.7	Sept.	3,176	239	7.5
Finland	2,023	103	5.1	Aug.	1,591	73	4.6
Iceland	123	11	8.6	Aug.	89	8	8.8
Norway	2,943	230	7.8	Sept.	2,566	191	7.5
Portugal	1,231	61	4.9	Sept.	1,033	75	7.3
Sweden	5,899	505	8.6	Sept.	5,127	457	8.9
Switzerland	5,286	448	8.5	Sept.	4,744	407	8.6
United Kingdom	19,956	2,703	13.5	Sept.	15,982	2,080	13.0
Greece	1,594	152	9.5	April	616	37	6.1
Ireland	1,413	126	8.9	July	898	68	7.5
Malta	148	5	3.2	[1]	[1]	[1]	[1]
Spain	4,234	728	17.2	Oct.	3,952	738	18.7
Yugoslavia	2,135	92	4.3	Aug.	1,806	91	5.0
Canada	14,293	10,384	72.7	Sept.	10,636	7,668	72.1

Note: In order to present comparable statistics for all countries, import data for Canada have been adjusted from an f.o.b. to a c.i.f. valuation.
[1] Not available.
Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*



HIGHER SALES TO SPAIN—*The U.S. share of the market has risen in recent months. Machine tools, such as this U.S. model, are in particular demand.*

actual British entry into the EEC would not take place until 1973, at the earliest. Moreover, there would be a transition period, probably of at least five years duration during which the necessary tariff adjustments would be made gradually. Thus, the direct effects of the possible enlargement of the EEC on the levels and pattern of trade are still some years distant. Nevertheless, business expectations and investment plans will not be immune to indications that the negotiations will succeed. Moreover, developments in Britain itself may be influenced by the prospect of enlargement as, for example, last fall's decision to introduce agricultural import levies patterned after those used by the EEC.

Denmark, Norway and Ireland have also been actively engaged in negotiations for full membership in the Common Market. Furthermore, the EEC has held exploratory talks with the six European Free Trade Association (EFTA) countries that are unable or unwilling to apply for full membership—Austria, Finland, Iceland, Portugal, Sweden and Switzerland.

In December, Malta and the EEC signed an association agreement which will accord to Malta a status similar to that enjoyed by Greece and Turkey. It is intended that this agreement will take effect Apr. 1, 1971.

The preferential trade agreements between the EEC and Spain and Israel entered into force last October. Negotiations for similar agreements with the United Arab Republic and Lebanon have made progress.

The draft of the third medium-term economic policy program prepared by the Commission of the European Communities, unlike the two previous programs for the decade of the sixties, contains quantitative goals for each of the member states. The real growth rate (GNP) for the Community is projected at 5 to 5½ percent per year, with member state rates ranging downward as follows: Italy, 5.7 - 6.2 percent; France, 5.4 - 5.9; Netherlands, 4.5 - 5.0; Germany, 4.3 - 4.8; Belgium, 4.3 - 4.8; and Luxembourg, 3.0 - 3.5.

Other goals include holding down price increases. As in the case of the GNP goals, allowance is made for different conditions in the member states, as follows: Belgium, 2.8 - 3.3 percent; Netherlands, 2.8 - 3.3; Italy, 2.5 - 3.0; France, 2.5 - 3.0; Luxembourg, 2.3 - 2.8; and Germany 2.0 - 2.5.

Unemployment is expected to average less than 1.8 percent in all countries except Italy, where a 3 percent rate is posited.

With manpower increasingly scarce and expensive, European businessmen are intensifying their efforts to trim production costs. Their investment plans place greater emphasis on labor saving and cost reducing equipment. Sales opportunities are enhanced for a wide variety of high-technology products for the factory and the office, as well as related services, e.g. computer software.

As in the United States, European governments are responding to public concern about pollution. Regulations limiting the release of pollutants by industrial plants and regulating waste disposal are creating an important market for pollution control and purification equipment.

U.S.-Eastern Europe Trade Continues Modest Growth

Between 1966 and 1970 U.S. exports to Eastern Europe rose from $198 million to $345 million. During this period U.S. imports from this region increased from $179 million to $220 million. In 1970 U.S. commercial trade with Eastern Europe was the highest since the end of World War II.

Eastern Europe includes Albania, Bulgaria, Czechoslovakia, Hungary, Poland, Romania, Soviet Zone of Germany and the U.S.S.R. It is expected that in 1971 U.S. exports to this area will increase to $365 million, or by about 6 percent, and U.S. imports will rise to $240 million, or 9 percent. U.S. trade with this region has grown less rapidly than with other areas of the world. Although U.S. trade with Eastern Europe is quite modest, potential exports to this region could substantially increase within several years under appropriate conditions.

Eastern Europe imports from the Free World have grown very substantially in recent years. In the five-year period 1965-69, East-

ern Europe's imports from the non-socialist countries rose from $6.3 billion to $8.5 billion. Industrialized Free World countries (principally in Western Europe) accounted for about 70 percent of this trade. Machinery, transport equipment, manufactured (mainly durable) goods and crude materials are the principal East European imports from the industrial Free World.

The demand for machinery and transportation equipment as well as for recent technology is very strong in Eastern Europe today. The technological gap is clearly recognized in this region. For the most part the East European demand for Western machinery and technology stems from the need to raise productivity, which is now significantly below that of the United States, Western Europe and Japan. In Eastern Europe the regard for U.S. technology and machinery is generally high. This is especially true for the petrochemical, automotive, and electronic areas in which the United States is in the forefront.

U.S. Trade With Eastern Europe

Country	Exports including re-exports			General imports		
	January-October 1969	January-October 1970	Percent change	January-October 1969	January-October 1970	Percent change
	(million dollars)			(million dollars)		
Total	194.5	286.6	+ 47	166.3	184.7	+ 11
U.S.S.R.	88.9	92.3	+ 4	43.3	59.4	+ 37
Other Eastern Europe[1]	105.6	194.3	+ 84	123.0	125.3	+ 2
Bulgaria	4.3	10.1	+135	1.4	2.0	+ 43
Czechoslovakia	10.4	18.2	+ 75	20.1	19.4	− 3
Germany, Soviet Zone of	21.0	28.3	+ 35	6.6	7.5	+ 14
Hungary	5.4	23.6	+337	3.4	5.3	+ 56
Poland	39.3	59.6	+ 52	84.7	79.5	− 6
Romania	25.2	54.5	+116	6.4	11.4	+ 78

[1] Includes trade with Albania, Estonia, Latvia, and Lithuania.
Source: U.S. Bureau of the Census.

Limits on trade expansion

There are, however, a number of substantial constraints in the United States and in Eastern Europe that adversely influence the expansion of U.S.-Eastern Europe trade. On the U.S. side these limitations are principally legal. Under present law, Export-Import Bank financing of U.S. exports to this region is precluded as is most-favored-nation tariff treatment for U.S. imports from East European countries (except for Poland).

The Export Administration Act of 1969, which extended through June 30, 1971 the authority for export controls over U.S. commodities and technology to these countries, provides for a continuing review of these controls. Since the Act went into effect several hundred commodities have been placed under general license, i.e., no validated export license is required prior to shipment from the United States. Other obstacles to greater trade of a political-psychological nature appear to have diminished in recent years. The economic demand for most manufactured products of Eastern Europe continues to be quite limited.

On the Eastern Europe side there are also a number of limitations. Some are institutional such as the general tendency to balance foreign trade on a bilateral basis. The economic plans, usually for five-year periods, reduce flexibility in East European trade activity as does the commitment to maximize trade in COMECON, i.e., the socialist countries in Europe. The shortage of convertible currency in Eastern Europe generally operates to limit trade with the United States and to direct their purchases away from consumer goods. The logistic-historic factor, namely, that Western Europe has traditionally traded with Eastern Europe, is of considerable importance in adversely affecting U.S. trade with this region. Moreover, a corollary to this last factor is the significant trade that occurs between U.S. subsidiaries (in

A CZECH TALKS TRADE—*A recent visitor to the Commerce Department's Business Information Office in Brno was Jan Cebis, General Manager of Brno Trade Fairs & Exhibitions. With him is Carl W. Schmidt of the U.S. Embassy in Prague.*

Western Europe) and Eastern European countries.

Despite these obstacles there is still room for U.S. trade expansion in this area. The use of joint ventures to expand trade with Eastern Europe is now being actively explored. This method suggests a substantial potential for increasing U.S. economic relations with this region. In commenting on a U.S. firm's recently concluded multimillion dollar joint venture in Eastern Europe, Secretary of Commerce Maurice H. Stans reiterated U.S. policy as that of promoting peaceful trade with Eastern Europe. He also expressed his hope that the transaction will lead to other opportunities for U.S. sales in Eastern Europe and commented on the Department's increased emphasis on facilitating East-West commercial transactions.

U.S. businessmen and East European commercial officials need to familiarize themselves with each other's markets and sources. More Americans and East Europeans are now meeting to exchange views and to explore economic and commercial opportunities than anytime since 1950. A considerable educational effort is required on both sides to enable substantial growth in repetitive trade between the United States and Eastern Europe. There are currently indications of greater interest on both sides to strengthen and further mutual trade. The fuller development of this trade is a medium to longterm undertaking.

U.S. Sales In Africa Will Hold Steady Growth Pace

Buoyed by strong Nigerian and South African import demand, U.S. exports to Africa in 1971 will continue the steady growth of recent years. A second consecutive $150 million gain should push our sales over the $1,600 million mark. The percentage increase, in the 9 percent to 10 percent range, will fall short of last year's advance, however.

Algeria also should be one of the best African markets despite the continuing lack of diplomatic relations with the United States. Other countries with very promising prospects include Congo (Kinshasa), Ivory Coast and Kenya.

Sharp increases in the level of multinational and Export-Import Bank financing of economic development projects, and continuing U.S. aid programs in selected countries, will spur imports of American products in the continent's developing countries. Capital equipment in particular, which is spearheading the expansion in our sales to Africa, should benefit from these opportunities.

While prices of some African primary exports are in a downtrend, other commodities are holding firm at high levels. On balance, receipts from sales abroad should suffice to pay for additional imports on these countries' own account.

The concentration of U.S. sales in a handful of countries will become more pronounced this year: the Republic of South Africa, Nigeria, and Libya together may absorb nearly 60 percent by value of U.S. exports to Africa. The reason is the sharp rise in postwar sales to Nigeria as that country proceeds to rehabilitate itself and resume economic development under a new National Development Plan. Following a doubling in value to a projected $140 million last year over 1969, U.S. suppliers may realize close to $200 million from this market in 1971, as increasing quantities of capital equipment and scarce consumer items are imported. A partial liberalization of Nigerian import and exchange controls will facilitate sales.

The Republic of South Africa, however, remains the largest U.S. market in Africa. Continuing high levels of consumer spending and new investment there will extend the boom in sales of U.S. products, which exceeded $550 million last year. Sales this year could reach $630 million, provided the Government does not act to restrain economic growth or to limit imports; South African exports are not accelerating at the same pace as imports, and foreign reserves are falling. Business confidence in the economy's future performance is high despite the prospect of expanding inflation.

In Libya, settlement of the posted price issue in late 1970 is expected to stimulate oil output. This enhances prospects for a modest recovery in U.S. exports to Libya during the next 12 months. Sales could total $115 million following a 25 percent falloff last year to just over $100 million. U.S. sales of construction machinery and industrial equipment to private sector buyers are likely to remain at relatively low levels, however, reflecting the decline in business confidence which followed the change in government more than a year ago. Partially offsetting this decline will be the delivery of jet aircraft scheduled for 1971.

Other markets growing

The U.S. trade outlook is encouraging in most of the 10 additional country markets which, together with the "big three," account for 85 percent of our exports to all of Africa. Increasing American business involvement in Algeria, particularly by engineering and construction firms, will help boost U.S. sales over the $70 million level this year in developing Afri-

ca's largest import market. The Algerians' emphasis under a Four-Year Plan on industrial development, with government enterprises seeking know-how and engineering help on plant construction, should make it possible for American firms to maintain and expand sales that totaled a projected $60 million in 1970. A buildup in imports will create balance-of-payments deficits in the short run, but growing petroleum production and large remittances by Algerian workers in Europe augur well for the longer term.

Anticipated increases ranging from 5 percent to 15 percent are forecast for U.S. exports to Ghana, Ivory Coast, Liberia, and Zambia. Reasons for the increases include continuing U.S. AID and PL-480 assistance to Ghana; further drawdowns on a $36.5 million Export-Import Bank credit for a dam project in Ivory Coast, plus greater activity by U.S. companies in that country; capital equipment requirements for development of such key Liberian sectors as iron ore, rubber, timber and, possibly, petroleum; and diesel locomotive sales to Zambia.

On the other hand, the absence of repeat aircraft sales to East African Airways this year will reduce our export total to this three-country market to more normal levels. The opportunity to bid on a number of World Bank Group loans and credits for infrastructure projects should partially offset the decline, however. After recovering last year from a 1969 setback, U.S. exports to Morocco appear headed for another decline this year owing to prospective losses in foodstuffs sales. U.S. AID loans and foreign sales generated by World Bank loans will create new opportunities, though, especially in Morocco's agricultural sector.

The continuation and proliferation of tariff preferences in favor of the former colonial powers is an obstacle confronting U.S. exporters in more than one-half the countries of Africa. Ratification was completed at year-end of the new Yaounde Convention — "Yaounde II"—linking the European Economic Community (EEC) with 18 African countries. Tariff preferences granted to the Common Market countries by the Africans are preserved through Jan. 31, 1975.

A much more limited agreement with Kenya, Tanzania, and Uganda has also been ratified, and will expire at the same time as the Yaounde one. Under terms of the Arusha Convention, the East Africans have granted reverse preferences to the EEC on items included in 59 tariff positions, in the form of duty-free entry in place of tariffs ranging from two to nine percent for third countries. (In addition to customs duties, however, the East Africans charge fiscal entry fees ranging up to 68 percent on these items, and these fees will continue to apply equally to imports from the EEC and third countries.) Items of major U.S. interest affected are various office machines, parts and accessories for motor vehicles, and unexposed film.

U.S. promotes trade

In the face of growing third-country competition for the markets of developing Africa, the Department of Commerce has stepped up its sponsorship of promotional activity in this part of the world. An Export Credit Seminar is scheduled for Congo, Ivory Coast, Morocco, and Nigeria in February-March. Its purpose is to facilitate an informational exchange between U.S. and African business-

U.S. Share Of Imports Into Africa

Country	1969 Imports (c.i.f.)			1970 Imports (c.i.f.) January through latest month			
	From world	From U.S.	U.S. share	Latest month	From world	From U.S.	U.S. share
	(million dollars)		%		(million dollars)		%
Algeria	957	80	8.4	(1)	(1)	(1)	(1)
Libya	676	126	18.7	May	239	(1)	(1)
Morocco	562	42	7.5	May	292	27	9.3
Tunisia	256	49	19.2	Mar.	75	15	20.0
Angola	322	34	10.5	Mar.	78	8	10.0
Chad	54	3	5.1	June	29	1	4.1
Cameroon	191	11	6.0	June	137	(1)	(1)
Central African Republic	38	2	4.8	Apr.	10	1	7.8
Congo (Kinshasa)	392	44	11.2	(1)	(1)	(1)	(1)
East Africa	653	41	6.3	June	395	28	7.1
Kenya	327	24	7.5	June	205	15	7.4
Tanzania	199	12	5.8	June	128	9	6.7
Uganda	127	5	4.1	June	62	4	6.4
Ethiopia	155	16	10.0	Mar.	42	3	7.9
Gabon	78	8	10.7	Jan.	4	(2)	11.4
Ghana	353	64	18.1	June	204	45	21.9
Ivory Coast	333	28	8.3	June	194	(1)	(1)
Malagasy	178	11	6.4	July	93	6	6.0
Mauritius	68	8	11.7	Mar.	16	(1)	(1)
Mauritania	(1)	(1)	(1)	Mar.	10	2	23.0
Mozambique	261	17	6.5+	Mar.	81	14	17.8
Niger	41	3	7.2	(1)	(1)	(1)	(1)
Nigeria	696	82	11.8	June	461	64	13.9
Senegal	198	13	6.3	Mar.	49	2	4.1
South Africa	3,291	571	17.3	June	1,845	303	16.4
Sudan	266	7	2.8	Aug.	199	6	2.9
Togo	56	3	5.2	June	31	2	6.5
Zambia	492	47	9.6	(1)	(1)	(1)	(1)

Note: In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: the Republic of South Africa and Zambia.

[1] Not available.

[2] Less than $500,000.

Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

AFRICANS TO IMPORT MORE—*U.S. sales are expected to jump by 9 or 10 percent this year. Workers at Ghana's Tema harbor, above, may have noticed that a growing proportion of the goods they handle carries a Made in U.S.A. stamp.*

men, bankers, and government officials who are involved in international trade and the financing of trade.

A U.S. Agricultural Development Mission to eastern Africa that would follow upon a similar specialized mission to Congo, Ghana, and Nigeria last fall is in the planning stage.

Meanwhile, sales of U.S. products in the African marketplace achieved a projected record $150 million advance last year to $1,450-plus million; the 12 percent gain is the largest since 1964's 18 percent jump over the preceding year. Capital goods continue to constitute almost one-half the total, followed by industrial supplies with an additional 25 percent, and foods, feeds, and beverages, 12 percent. The six leading commodity subcategories, which together accounted for almost 30 percent of our exports to Africa last year, were: excavating and paving machinery; miscellaneous industrial machinery and parts; civilian aircraft; wheat and wheat flour; nonfarm tractors and parts; and drilling and oilfield equipment. These same products should remain the top sellers this year.

Near East-South Asia Trends Mixed, But Mostly Upward

U.S. exports to the Near East-South Asia region are expected to register a 10 percent rise in 1971, reaching almost $3 billion. This increase is in the aggregate and sizable variations are anticipated among both individual countries and product sectors.

U.S. commercial sales in the region will be helped by the appreciable growth of foreign exchange holdings in several markets and increased Export-Import Bank financing. U.S. AID and PL-480 shipments, a major component of U.S. sales in several countries, should remain at roughly current levels. Sales of special category goods, on the other hand, are likely to rise.

U.S. sales will expand in most of the major markets in the area. Stimulated by a backlog of demand for imports of industrial raw materials and capital goods, U.S. exports to India are expected to keep pace with the level of expansion anticipated for the area. Demand is especially heavy for various types of steel mill products, resulting from a shortfall in steel production in India. The upward movement of Iran's oil revenues, rapid economic development and growing national security considerations have put a strain on Iran's balance of payments position. Although restrictive governmental monetary and fiscal measures have been imposed, the authorities remain strongly committed to a policy of rapid economic expansion, financed primarily by oil revenues and to the extent necessary by long-term borrowing. Rising foreign exchange earnings imply gains for U.S. sales in Turkey, the UAR, and the oil producing countries. In Turkey, the recent devaluation and accompanying economic measures are enabling pent-up import demand to be more easily serviced at a time when export receipts and workers' remittances are making more foreign exchange available for imports. Requests for substantial purchases of special category goods could further push up U.S. sales to such countries as Iran and Jordan, and greatly increase shipments to Israel. Scheduled deliveries in 1971 of aircraft and steady consumer demand will result in a small rise in U.S. sales to Lebanon.

On the negative side, U.S. exports to Pakistan are expected to decline slightly despite the continued major support of PL-480 and AID-assisted trade. For commercial sales, U.S. suppliers will have a harder time meeting foreign competition in Pakistan as a result of slowing business activity aggravated by the chronic foreign exchange shortage.

During 1971, demand will be strong for petroleum and petrochemical industry equipment in Iran, Saudi Arabia and the UAR. In Turkey, the government's push

for development of export industries will be translated into imports of equipment for agriculture and the food processing industry. Opportunities are present for U.S. sales of machinery for specialized industries such as metalworking, chemical and electronics in Israel.

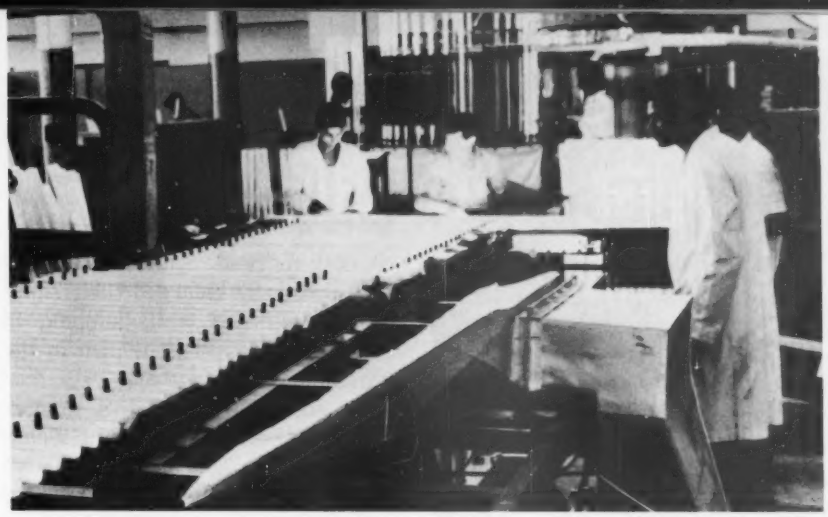
Deliveries of U.S. transportation equipment will be especially important in 1971 in many countries. Shipment of a large order of diesel locomotives and delivery of several commercial aircraft are scheduled for Iran, with additional deliveries of both long and short range commercial aircraft planned for several countries, including India, Israel, and Lebanon.

Sales of foodstuffs under PL-480 will remain high, consisting mostly of foodgrains to Pakistan, Israel, Turkey, Jordan, Afghanistan and Ceylon, but also including increasing quantities of cotton and vegetable oil to India. In addition, Iran will continue commercial purchases of large quantities of vegetable oil from the United States.

Sales possibilities for U.S. contracting and engineering services are evident in Saudi Arabia, Iran, Lebanon, Qatar, Kuwait and the Trucial States as major developmental projects are implemented.

In the Arabian Peninsula area, Bahrain's economy continues to show steady progress, providing a steady market for U.S. products. Economic activity has picked up in the Trucial States, particularly in Abu Dhabi where a year-long economic slump ended in midsummer. Construction continues on infrastructure projects, and a liquefied petroleum gas (LPG) plant and a $14 million refinery are planned. In Qatar, construction of another LPG plant has been announced. The prosperity of the large states is extending to the smaller sheikhdoms, and as the construction of roads and other infrastructure projects develops, U.S. manufacturers will have a steadily expanding market.

Kuwait's economy is experiencing a slowdown in comparison to the rapid and sustained growth of previous years. Export opportunities for consumer goods, capital machinery, construction equipment and engineering services still are plentiful, however.



INDIA ROLLS ALONG—*U.S. sales in 1971 will be helped by a backlog in demand for industrial raw materials and capital goods. Here, a view of a U.S.-backed lamp plant.*

The outlook for U.S. sales varies in the other countries in the region. Recent civil disturbances in Jordan have added a setback to the economy and import licenses are being issued only for foodstuffs and other necessities. Our exports to Iraq have been recovering from the low base of recent years as the 1970 figure is about one-third over the previous year. In Afghanistan, AID financing will likely continue as the major source for U.S. sales opportunities, but commercial sales are growing. In Burma, the United States has maintained its export level despite a sharp decline in total imports over the past several years. American machinery, especially for agriculture and the construction industry, enjoys an excellent reputation among Burmese Government procurement officials, and good opportunities for spot sales by U.S. firms continue.

U.S. Share Of Imports Into Near East-South Asia

Country	1969 Imports (c.i.f.)			1970 Imports (c.i.f.) January through latest month			
	From world (million dollars)	From U.S. (million dollars)	U.S. share %	Latest month	From world (million dollars)	From U.S. (million dollars)	U.S. share %
Cyprus	203	10	4.8	July	129	6	5.0
Iran	1,384	196	14.2	Mar.	375	54	14.4
Iraq	441	16	3.7	Mar.	114	[1]	[1]
Israel	1,318	311	23.6	Aug.	954	217	22.8
Jordan	190	17	9.2	April	66	7	9.9
Lebanon	534	55	10.4	[1]	[1]	[1]	[1]
Saudi Arabia	747	138	18.5	[1]	[1]	[1]	[1]
Syria	369	13	3.6	Jan.	33	1	2.7
Turkey	754	128	17.0	June	467	85	18.1
UAR (Egypt)	638	45	7.1	May	325	23	7.0
Afghanistan [2]	124	11	8.5	[1]	[1]	[1]	[1]
Ceylon	427	36	8.4	Aug.	265	16	6.1
India	2,129	622	29.2	June	1,035	311	30.0
Pakistan	1,011	246	24.3	Aug.	757	264	34.8

[1] Not available.
[2] Year ending March 1969.
Sources: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

U.S. Exports To Far East May Top $10 Billion In '71

U.S. exports to the Far East last year approached $9 billion for the first time, as new sales highs were set for about two-thirds of the countries of the region. The 1971 outlook is for another year of substantial and widespread gains, with the export total possibly topping the $10 billion mark. The percentage increase, however, is expected to be somewhat below the record figure for 1970.

For the most part, last year was a period of improved export earnings and favorable economic growth for Far Eastern countries, with total imports of the area rising significantly; this general trend should continue in 1971. U.S. suppliers took increasing advantage of the broader range of opportunities presented and despite intensified competition—particularly from Japan—did reasonably well in terms of the U.S. share of the eleven major country markets. American exporters apparently enlarged their share in six countries while slipping in only one, and held their own in the remaining four.

In absolute value, U.S. export gains to the Far East in 1970 continued what is now a six-year trend of significant increases, generally outpacing the rise in total U.S. exports to the world. But at the same time, imports from the Far East, with a few exceptions, had been growing at a considerably faster rate.

Consequently, in 1968, after a series of years in which our Far Eastern market contributed to the sizable export surplus for the United States as a whole, a trade deficit of nearly $400 million was registered with the region. In 1969 this deficit nearly tripled, to a level of $1.1 billion. The widening of the trade gap was more than explained by U.S. trade with Japan where, despite increases in both directions, the greater spurt in U.S. purchases of Japanese goods resulted in a massive trade deficit of $1.4 billion.

The 1970 trade pattern, however, for the first time since 1967 reflected a situation where U.S. exports expanded more rapidly than did U.S. imports. But the U.S. import total has now grown so large that the improvement in the balance of trade was relatively modest. Based on incomplete data, it appears that the U.S. deficit with the region in 1970 dropped a little below $1 billion, with the deficit with Japan being in the range of $1.2-1.3 billion.

Nevertheless, taking U.S. sales to the region by themselves, last year's performance was an impressive one. U.S. exports to the Far East (including Oceania) for January-November 1970, at $8.1 billion, were up by 24 percent over the corresponding period of 1969. This compares with a gain of 11.5 percent for the full year 1969 over 1968. The sales gains were widely dispersed, with higher purchases being made by eleven of the region's fifteen countries.

By far the most important factor in the overall results was the sharp 34 percent rise in exports to Japan for the January-November period, indicating a full-year figure of about $4.6 billion and raising Japan's share to over one-half of total U.S. exports to the region. With the real growth of the country's gross national product (GNP) this year unofficially projected at 12 percent, and with ample and growing international reserves (some $4 billion), U.S. exports to Japan in 1971 should show another large increase, although not of the magnitude of last year's unusual percentage gain.

After two years of marginal declines, sales last year to Australia, our second-ranking market in the area, were up significantly, with the rise to one billion dollars considerably exceeding the previous peak set in 1967. Despite some weak-

U.S. Share Of Imports Into Far East

Country	1969 Imports (c.i.f.)			1970 Imports (c.i.f.) January through latest month			
	From world	From U.S.	U.S. share	Latest month	From world	From U.S.	U.S. share
	(million dollars)		%		(million dollars)		%
Hong Kong	2,457	330	13.4	Oct.	1,732	239	13.8
Indonesia	961	201	20.9	[1]	[1]	[1]	[1]
Japan	15,025	4,094	27.2	Sept.	13,913	4,120	29.6
Korea, Republic of	1,824	530	29.1	Sept.	1,340	391	29.2
Laos	[2] 42	[2] 5	12.9	[1]	[1]	[1]	[1]
Malaysia [3]	916	53	5.7	June	528	[1]	[1]
Philippines	1,254	358	28.5	Aug.	827	241	29.2
Ryukyu Islands [4]	372	44	11.8	[1]	380	46	12.1
Singapore	2,040	161	7.9	Aug.	1,595	173	10.9
Taiwan	1,213	292	24.1	May	557	134	24.0
Thailand	1,238	196	15.8	Mar.	324	43	13.3
Viet-Nam, Republic of	668	258	38.7	May	258	104	40.4
Australia	4,545	1,138	25.0	Aug.	3,330	808	24.3
Fiji	89	4	4.7	[1]	[1]	[1]	[1]
French Polynesia	115	21	18.4	June	71	[1]	[1]
New Caledonia	130	9	6.7	Sept.	132	10	7.2
New Zealand	1,003	121	12.1	June	582	79	13.7

Note: In order to present comparable statistics for all countries, import data for Australia have been adjusted from an f.o.b. to a c.i.f. valuation.
[1] Not available.
[2] Estimated.
[3] West Malaysia only.
[4] Year ending June.
Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

nesses in agricultural production and marketing, Australia's overall economy is expanding at a favorable rate, and U.S. exports should increase further in 1971.

In contrast, shipments to the Philippines, which in 1969 fell 14 percent below the record level of the previous year, were maintained in 1970 at about the same level, with U.S. exports thus actually faring better than had been originally anticipated. With the country's difficult balance of payments position being improved due to a stringent austerity program, U.S. sales this year should at least match and perhaps exceed the 1969-70 level of about $375 million.

One of the few declines in U.S. exports last year was in the case of Korea, reflecting an expected falling off in deliveries of PL-480 food grains and military aid goods from the abnormally high levels of 1969 when a 37 percent increase in total U.S. exports raised Korea into third place among the region's markets. In light of probable increased military aid shipments and continued rapid growth of the Korean economy, U.S. exports should recover this year to well above the 1969 benchmark of nearly $700 million.

Korean Market Studied

New prospects and challenges await U.S. exporters to Korea, according to a special study recently published by the Department of Commerce. "Country Market Survey: Republic of Korea" examines Korean distribution channels, import licensing procedures, customs duties and the competition faced by U.S. exporters, and identifies product areas with the most favorable prospects for U.S. sales. This 84-page publication is available for $1 from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or any Commerce Field Office.

Similarly, the 38 percent rise in U.S. exports to Taiwan for January-November was partly explained by heavy military shipments. But Taiwan, with a strong economy and now our fourth-ranked market, represents a growing outlet for U.S. commercial sales —as does Korea—and U.S. exports this year should continue to increase.

Anticipated developments elsewhere in the region include: continued advances in U.S. sales to Indonesia, New Zealand, and Malaysia, although not of the 30-40 percent proportions registered in 1970; another moderate rise in exports to Hong Kong, our fifth-ranking market; a further substantial gain in sales to Singapore, where the U.S. total has more than tripled since 1967; and some recovery in the case of Thailand where, reflecting completion of some major investment projects as well as military construction, U.S. exports were sharply down in 1969 and marginally off last year. As for Viet-Nam, with U.S. exports (mostly U.S.-funded) up about one-fourth last year, the 1971 total should show another sizable increase.

As indicated earlier, it has been the U.S. import side which has primarily explained the recent large deficits in our trade with the Far East and, to some extent, the improved ability of Far Eastern countries to finance their own imports. Following a sharp rise of 30 percent in U.S. imports from the region in 1968, imports expanded by another 22 percent in 1969. The increase for the first eleven months of last year was 17 percent which, unlike the two previous years, was less than the growth rate for U.S. exports to the area.

The percentage rise in imports from Japan, which accounts for some three-fifths of the regional total, was somewhat above the overall figure. But most of the countries of the region shared in the higher import bill, led (among major suppliers) by Taiwan and Korea, which posted respective gains of 41 percent and 25 percent. Further increases are expected for 1971.

SEOUL SKYLINE RISES—*This new Korean Air Lines office building is airconditioned with U.S. equipment. U.S. sales to Far East nations are nearing $10 billion.*

In order to further develop and expand the U.S. role in Far Eastern markets, the Department of Commerce continues to utilize a variety of promotional efforts, including a number of industry-organized, Commerce Department-approved trade missions.

Commercial exhibits last year included a solo exhibition of industrial machinery in Taiwan, the second held in three years. A similar repeat show is planned for Korea next fall, as well as trade fair participations in Japan. Also, last June a U.S. Trade Center opened in Sydney.

In addition to the expansion of U.S. trade with the Far East, there has been increasing participation by American firms in the area's economic growth through equity investment and licensing agreements. As of the end of 1969, total U.S. private direct investment in the Far East (including Oceania) was valued at over $6 billion, nearly half accounted for by Australia, and a further increase was experienced in 1970.

Shelving Of Trade Measure Topped December Actions

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, and by foreign or international bodies, affecting world trade, as noted by the Bureau of International Commerce's Office of International Trade Policy.

CONGRESS

The 91st Congress adjourned on Jan. 2 without passing any of the nearly 600 import quota bills introduced in its two sessions. One of the bills failing to receive Congressional approval was the proposed Trade Act of 1970. Approximately 900 trade-related measures were introduced in this Congress.

Action on the Trade Bill: Major trade legislation, the first passed by the House since the Trade Expansion Act, died when the Ninety-first Congress ended without Senate approval of the House-passed legislation. On Nov. 30, the basic trade provisions of the House-passed bill (H.R. 18970), including many changes, additions and deletions, had been attached as an amendment to pending social security legislation by the Senate Finance Committee. The social security bill (H.R. 17550), containing the Senate version of the Trade Act of 1970, was then reported to the floor on Dec. 11.

Extended debate on other matters, the complicated parliamentary procedure under which the trade provisions were required to be debated, and the introduction of additional amendments to the trade bill on the Senate floor prevented further action on the trade legislation prior to the Christmas recess.

The long journey of the Trade Act of 1970 came to an end Dec. 28 when the Senate voted to eliminate it from the Social Security legislation to which it had been attached as a rider. This action ended any prospect for passage of major trade legislation by the 91st Congress.

Other Congressional Action: During December, Congress passed and sent to the President a number of trade-related bills, including several tariff and custom bills: (1) H.R. 17068, to provide for a partial exemption from duty for aircraft manufactured or produced in the United States with the use of foreign components imported under temporary importation bond; (2) H.R. 4605, to remove prohibitions against importing, transporting, and mailing in the United States articles for preventing conception; (3) H.R. 7311, to provide that the rate of duty on stethoscope parts shall be the same as for stethoscopes; (4) H.R. 16745, to exempt shrimp vessels from the duty imposed on repairs made to, and repair parts and equipments purchased for, U.S. vessels in foreign countries; (5) H.R. 6049, to revise the definition of "metal bearing ores" in the tariff schedules; (6) H.R. 9183, to provide duty-free entry for imported articles which are exported and thereafter re-imported to the United States for failure to meet certain specifications; (7) H.R. 16940, to extend for two years the suspension of duty on electrodes for use in producing aluminum; (8) H.R. 6854, to provide duty-free treatment for a carillon imported by Smith College; (9) H.R. 19391, to grant to the transferee of merchandise in bonded warehouses administrative review of customs decisions; (10) H.R. 7626, to amend the Tariff Schedules on tariff classification of certain sugars, syrups, and molasses; (11) H.R. 19670, to suspend the duties on certain bicycle parts and accessories until the close of Dec. 31, 1973; (12) H.R. 19113, to provide free entry of cast bell carillons imported by Indiana University; and (13) H.R. 4239, to amend the Tariff Schedules to prevent payment of multiple customs duties in case of horses temporarily exported for the purpose of racing (a Senate Finance committee amendment to establish quotas on lamb imports was deleted from this bill on the floor).

The Congress also passed and sent to the President during December three other trade-related bills: (1) H.R. 19567, continuing the International Coffee Agreement Act of 1968 until June 30 and requiring the President to report to Congress on or before Apr. 1 on its benefits; (2) H.R. 19888, to provide inspection of certain egg products by the Department of Agriculture; and (3) S. 1181, to provide authority for promotion programs for milk, tomatoes and potatoes and to extend section 8e of the Agricultural Marketing Act of 1937 to include prunes, raisins and olives—other than Spanish-style green olives. Section 8e provides that whenever a domestic marketing order regulates the grade, size or maturity of any commodity covered by it, imports of that commodity must meet the same requirements as to grade, size or maturity. Furthermore, the Senate, during December, passed and sent to the President the independent agencies appropriations bill (H.R. 19830), passed earlier by the House with "Buy American" provisions for hand and measuring tools (*Commerce Today*, Dec. 14).

Prior to the New Year's holiday, various other trade-related bills were progressing through the legislative process. In the Senate, S. 4268, to facilitate greater expansion of U.S. export trade by excluding Export-Import Bank receipts and disbursements from the U.S. budget, was passed and sent to the House; and H.R. 14169, to remove export restrictions against domestic wines, was passed with a non-germane amendment and returned to the House. In the House,

three other tariff and customs bills were passed and sent to the Senate: (1) H.R. 19526, eliminating the duty now applicable to natural rubber containing fillers, extenders, and similar materials; (2) H.R. 10875, duty-free importation of upholstery regulators, upholsterer's regulating needles, and upholsterer's pins; and (3) H.R. 14995, free entry of a carillon for U. of California—Santa Barbara.

(Details not available at press time will be reported next month.)

Bills Introduced: During December, one trade-related bill was introduced: H.R. 19952 (Ford) to amend the Tariff Schedules of the United States with respect to the rate of duty on certain sueded leather gloves. No import quota bills were introduced in either chamber during December.

THE PRESIDENT

Oil Import Quota: On Dec. 22, President Nixon issued a proclamation establishing 1971 levels for controlled imports of crude oil, unfinished oil and refined products into petroleum districts I-IV (east of the Rockies). This action, taken with the advice of George Lincoln, Director of the Office of Emergency Preparedness, and the Oil Policy Committee, is intended to increase the current import total by 100,000 barrels per day. In addition, the proclamation: (1) eliminates both finished product and crude oil allocations into Districts I-IV and V on the basis of historical allocations; (2) authorizes the Secretary of the Interior to determine the level of finished product imports; (3) permits Mexican imports to enter by water as well as by land; and (4) authorizes the Secretary of the Interior to establish a level for Mexican oil imports following annual discussions with the Mexican Government and establishes a 30,000-barrel-per-day quota for the interim.

Report to the Congress: On Dec. 30, President Nixon submitted to the Congress the Fourteenth Annual Report on the Trade Agreements Program covering developments during 1969. The President, in a message accompanying the report, restated the Administration's commitment to the objective of expanding mutually advantageous world trade.

Bills Signed: At press time, the President had signed eight of the trade-related bills passed by the Congress during December: H.R. 6049; H.R. 9183; H.R. 16940; H.R. 6854; H.R. 19830; H.R. 4239; H.R. 19888; and H.R. 4239. The other nine bills were awaiting Presidential action. (See above for details.)

TARIFF COMMISSION

The growing caseload of the U.S. Tariff Commission increased sharply in December with the opening of 22 investigations of petitions by firms and worker groups for adjustment assistance. During the month, the Commission reported its findings on four import injury investigations and held hearings on two others; issued a report to the President on certain carpets and rugs presently subject to escape-clause rates of duty; held a hearing and initiated two investigations on dumping cases referred to the Commission for injury findings; instituted a new investigation of alleged unfair import competition; and released three publications.

Import Injury Cases: The twenty-two investigations for adjustment assistance included three on behalf of firms. They concern the effects of imports on: (1) Albany Billiard Ball Co. of New York (bagatelle, billiard and pool balls); (2) R. C. Allen, Inc. of Grand Rapids, Mich. (manual office typewriters); and (3) Fibre Form Corp. of Columbia City, Ind. (paper cones for loudspeakers). Eighteen worker cases involve the effects of imported women's and misses' shoes on similar items produced by workers at plants in nine states. The remaining worker adjustment assistance investigation concerns effect of imported paper cones used for loudspeakers at Fibre Form.

In addition, the Tariff Commission on Dec. 11 found unanimously that increased imports were the major cause of unemployment or underemployment of certain stainless-steel flatware workers of International Silver Co., located in the Meriden-Wallingford area of Connecticut. The same day, the Commission also found 3-1 (Commissioner Sutton dissenting) that increased imports of stainless-steel table holloware had caused unemployment or underemployment of additional workers in that firm.

Also during December, the Commission found unanimously that imported 8-track stereo tape cartridge playing and recording systems were not the major cause of unemployment or underemployment of workers at Lear Jet Stereo, Inc. of Detroit. In another action involving an import injury investigation opened earlier in the month, the Commission discontinued its investigation of the effect of imported billiard balls when the domestic firm, Albany Billiard Ball Co., withdrew its petition requesting adjustment assistance, but continued its investigation on behalf of the industry based on a separate petition filed by the same company. In this investigation, the nineteenth such inquiry into alleged import-caused injury instituted since the Trade Expansion Act became law in 1962, a public hearing was held on Dec. 15. Another hearing, concerning an adjustment assistance investigation initiated on behalf of workers at R. C. Allen, Inc.'s Typewriter Division at Woodstock, Ill., was held on Dec. 17 to ascertain the effect of imported manual typewriters.

The Commission's Dec. 29 report to the President on recent developments in the trade in Wilton and velvet carpets and rugs, required annually so long as these articles are subject to escape-clause rates of duty, indicates that imports declined and U.S. produ-

cers' shipments may also have declined in 1970. Last year the President permitted the duty rate on imitation oriental types of carpets and rugs to revert to the trade-agreement rate, but extended until Dec. 31, 1972 the escape-clause rate of 40 percent *ad valorem* on the non-oriental Wiltons and velvets (*International Commerce*, Jan. 12, 1970).

Dumping Cases: The Commission opened two dumping investigations in December on cases referred by the Treasury Dept. for determination on the question of injury to domestic industry. Both cases involve products imported from Japan: television sets and aluminum electrolytic and ceramic capacitors. A hearing on the capacitors has been scheduled for Jan. 19 and one will be held on the TV case Jan. 26. The Commission held a public hearing Dec. 8 on the case involving ferrite cores from Japan, for which a final report is due before the end of January.

Section 337 (Unfair Import Competition) Cases: Following completion of a preliminary inquiry, the Tariff Commission instituted on Dec. 9 an investigation with respect to alleged unfair importation and sale in the U.S. of sphygmomanometers, the instruments for measuring blood pressure. A public hearing in connection with this investigation, initiated upon receipt of a complaint filed with the Commission last Mar. 18, by W. A. Baum Co. of Copiague, N.Y., is scheduled for Feb. 2.

Publications: On Dec. 10, the Tariff Commission released a new volume in the series *Summaries of Tariff and Trade Information*, containing information on imports, exports and production. This volume, which covers woven, knit, pile, tufted and narrow fabrics, is the fifth of six to be published on textile fibers and textile products covered by Schedule 3 of the tariff schedules.

Also in December, the Tariff Commission issued a new volume of the *Tariff Schedules of the United States, Annotated* (1971), which contains the legal text of the tariff schedules as amended and modified, together with annotations prescribing statistical information to be supplied on customs forms. In addition, the new volume reflects the fourth stage tariff reductions under the Kennedy Round which went into effect Jan. 1, 1971, as well as all other amendments and modifications made on or after Aug. 31, 1963 and before Nov. 13, 1970.

Furthermore, the Tariff Commission announced the preparation of a new edition of the *Special and Administrative Provisions of the Tariff Act of 1930*, as amended as of Oct. 1, 1970. The new volume, a companion edition to the *Tariff Schedules of the United States, Annotated*, provides a ready reference to the complete history of the changes made with respect to each of the special and administrative provisions of the Tariff Act of 1930. Both the *Tariff Schedules* and the *Special and Administrative Provisions* may be purchased on a subscription basis from the Division of Public Documents, Government Printing Office, Washington, D.C. 20402.

OTHER AGENCIES

Treasury—*Dumping Cases:* During December, Treasury activities under the Antidumping Act were highlighted by a finding of sales at less than fair value for Japanese monochrome and color television receiving sets. The investigation, regarded by many as the most important in the 49-year history of the Act, was originally initiated in June 1968. An attempt by J. C. Penney Co. to prevent the action failed when a New York Federal District Court dismissed Penney's request for an injunction.

In another December decision, Treasury announced that aluminum electrolytic ceramic capacitors from Japan have been sold in the United States at prices below those in the exporter's home market. Both the television case and the capacitor case were referred to the Tariff Commission (see above).

During December, Treasury also announced: (1) the withholding of appraisement beginning Dec. 18 for Canadian pig iron, as Treasury had determined the existence of reasonable grounds to believe or suspect that pig iron from Canada is being sold in the United States at prices less than the foreign market value; (2) the opening of an inquiry to verify information with respect to alleged dumping of Canadian railroad passenger vehicles; and (3) the issuance of a dumping finding with respect to tuners (of the type used in consumer electronic products) from Japan—an administrative requirement preceding the application of antidumping duties and following findings of less-than-fair-value sales (*International Commerce*, Aug. 10) and injury to a U.S. industry (*Commerce Today*, Dec. 14).

Amendment of Customs Regulations: Treasury has published revisions of the Customs Regulations, which were effective Dec. 31, pertaining to fines, penalties, forfeitures, and liquidated damages (*Federal Register*, Dec. 1). Also, Treasury published a proposal to revise the Customs Regulations regarding trademarks, trade names and copy rights (*Federal Register*, Dec. 19). Comments on the proposal will be accepted by the Commissioner of Customs to Feb. 17.

Labor — *Adjustment Assistance Petitions*: Five worker groups were certified by the Labor Department during December as eligible to apply for adjustment assistance. Those receiving eligibility are workers at the following plants: (1) Mishawaka, Ind., canvas footwear plant of Uniroyal, Inc. (two cases); (3) Watertown, Mass., canvas footwear plant of B.F. Goodrich; (4) Rock Island, Ill., canvas footwear plant of Servus Rubber Co.; and (5) South Haven, Mich., piano plant of

Everett Piano. Applications by the footwear workers followed an evenly-divided Tariff Commission determination and a Presidential decision to accept the finding of those who voted in favor of injury. (*Int'l. Commerce,* Aug. 10, *Commerce Today,* Nov. 2). Application by the piano workers followed a Tariff Commission finding of injury to the domestic industry and Presidential authorization to apply (*International Commerce,* Jan. 12 and Mar. 16, 1970). Presently, investigations are in progress involving petitions from two groups of stainless-steel flatware workers found by the Tariff Commission to have lost jobs due to imports.

Commerce—*Adjustment Assistance Actions:* Aeolian Corp., a manufacturer of pianos, was certified by Commerce on Dec. 24 as eligible to apply for adjustment assistance, the sixth firm to be certified.

Foreign Trade Zones Board: The Board announced on Dec. 23 that an application for a special-purpose foreign-trade subzone at La Porte, Tex., is under investigation (*Fed. Reg.*, Dec. 23). Submissions regarding the proposal will be accepted on or before Feb. 6 by the Foreign Trade Zones Board.

Agriculture — *Sugar Quotas:* During December, the Agriculture Department announced the 1971 detailed sugar quotas for foreign countries (*Fed. Reg.*, Dec. 12). The total foreign quota (including prorations) for 1971 is 2,988,980 short tons (raw value).

Fruit and Vegetable Imports and Exports: The Agriculture Department has published an amendment, effective Dec. 11, to the export regulation for Florida oranges, grapefruit, tangelos and tangerines (*Fed. Reg.*, Dec. 10). Also, the Department has amended as of Dec. 16 the minimum diameter for imported yellow onions (*Fed. Reg.*, Dec. 15). This regulation was promulgated under section 8e-1 of the Agricultural Marketing Act. The Agriculture Department has also published regulations regarding fumigation of garlic imports from specified foreign countries (*Fed. Reg.*, Dec. 3) and amended regulations, effective January 22, to exempt velvetbean seeds imported into the United States for other than planting purposes from the usual import inspection requirements.

U.S. Customs Court—*Rate Proclamation Ruling:* The U.S. Customs Court ruled Dec. 23 that a Presidential Proclamation imposing retaliatory rates of duty in 1963 is invalid and void. (C.D. 4155, *Star Industries, Inc. v. U.S.*) In a suit filed by a brandy importer, the three-judge court held unanimously that the President had exceeded his legal authority in applying the retaliatory rates to all countries (on a Most-Favored-Nation basis) rather than applying them only to the countries which had imposed unreasonable import restricitons on U.S. products. (Proclamation 3564, Dec. 4, 1963). The importer had contended that the trade agreement rate of $1.25 per gallon should have been applied to imports from Spain instead of the retaliatory rate of $5 per gallon. Brandy, valued over $9 per gallon, was one of four product categories on which the U.S. imposed higher rates in retaliation for certain import restrictions imposed by the European Common Market on U.S. exports of poultry (the so-called "Chicken War"). The Federal Government has 60 days in which to appeal.

Interior — *Endangered Species:* Pursuant to legislation enacted earlier this year—the Endangered Species Conservation Act (P.L. 91-135)—eight whale species have been added to the protected list of endangered species (*Fed. Reg.*, Dec. 2). The list includes sperm, finback, sei, humpback, gray, bowhead, right, and blue whales.

Oil Import Administration: Since Dec. 5, holders of both Canadian and overseas import allocations for 1970 have been able to obtain a license permitting substitution of two-thirds of the overseas quantity with Canadian overland oil.

Transportation Department — *Hazardous Materials Regulations:* On Dec. 11 and 12, respectively, the Hazardous Materials Regulations Board published proposed amendments to regulations providing (1) specifications for a non-reusable cylinder for certain compressed gases and (2) specifications for portable tanks (bins) and the uses of that tank. Comments will be accepted by the Secretary, Hazardous Materials Regulations Board, Department of Transportation, Washington, D.C., prior to Mar. 10, for the first proposal and prior to Feb. 23 for the second.

INTERNATIONAL

U.K., Canada—*Dumping:* The U.K. Board of Trade found that two U.S. companies had been dumping moving eyes for dolls in the United Kingdom causing injury to a U.K. producer. Effective Dec. 17, an anti-dumping duty was applied to such imports from the U.S.

Canada's Department of National Revenue has made a preliminary finding of dumping with regard to needles and springes from U.S. and Japan. A public hearing will be held in Ottawa on Jan. 20. Also, the Canadian authorities have initiated an investigation of alleged dumping with regard to gypsum wallboard of U.S. origin.

Customs Cooperation Council: On Dec. 15, the Customs Cooperation Council (CCC) began a preparatory meeting on the development of a commodity description and coding system for trade use.

STATE AND LOCAL

Washington, D.C.—*Buy American:* On Dec. 3, the Washington Metropolitan Area Transit Authority rescinded an earlier vote of Oct. 29 and terminated a "Buy American" policy which involves a preference for domestic materials and equipment unless foreign-made goods can be purchased for at least 15 percent less than the domestic price (*Int'l. Commerce,* Apr. 13).

Commerce Taps Graduate Business Students To Assist New Exporters

A new U.S. export program designed to boost foreign sales by small American companies and at the same time give students of business administration practical training in the field of international commerce has been announced by Secretary Stans.

More than 200 graduate students at 21 universities across the United States will research world trade leads for U.S. exporters interested in new foreign markets and for businessmen seeking their first overseas sales.

"This new program has been developed primarily to help small U.S. businesses that feel they lack personnel, know-how or resources to become exporters and, in many cases, are unaware of the profit potential in exporting," the Secretary said.

Referring to a goal set by the Administration to reach an annual U.S. export total of $50 billion by 1973, Secretary Stans said, "This new program is an important part of our national effort to reach that goal. I hope every manufacturer who is not exporting today will join us by taking advantage of this service."

The project will be known as the "MBA Export Expansion Program" because the graduate students involved are working toward masters' degrees in business administration (MBA), specializing in international business. The program will be administered jointly by the universities and Commerce's Bureau of International Commerce.

Universities invited to take part are Boston University, University of California at Berkeley, Columbia, Cornell, George Washington, Georgia State, Harvard, Indiana, Massachusetts, Massachusetts Institute of Technology, Michigan, City University of New York, New York University, Northern Illinois, Northwestern, Pennsylvania, San Francisco State College, Southern California, Syracuse, Thunderbird Graduate School of International Management, and Wisconsin.

► Commerce and the participating schools will invite U.S. firms to take part and will compile a list of firms that are interested. (Manufacturers also may get in touch directly with nearby Commerce field offices.) The schools will assign graduate students in business administration to work with each company.

► In cooperation with company officials, the student will examine the firm's capacity to begin or expand export operations. The student then will research international business data gathered by the Commerce Department indicating foreign sales opportunities for the firm's product, and will prepare a formal report with recommendations for action.

► The study will include such information as estimated size of a foreign market, expected gross margin on sales, extent of competition, data on end-users, and best ways to enter the market. Names and addresses of potential foreign customers, agents, distributors and licensees will be included.

► Students will have full access to data at Commerce Department field offices near their schools. BIC personnel in Washington will be available for consultations. Each student will receive $50, jointly contributed by the Commerce Department and his assigned firm, for research expenses on his assignment. Students will be under supervision of an international business faculty member and will receive academic credit for the project.

The program was sparked by the success of a project launched in 1966 for the New England States by Dr. Richard D. Robinson of the Sloan School of Management, Massachusetts Institute of Technology. Last year, in cooperation with the International Center of New England and under sponsorship of the New England Regional Commission, the Sloan School program was expanded to include the Harvard Business School, Boston University and the University of Massachusetts.

Central Ohio Mission Cites Asian Markets

A Central Ohio Trade Mission visited some good markets in the Orient this fall and returned with unanimous impressions on several points, according to Mission Director Walter W. Birge, Manager of the International Division of the Ohio National Bank, Columbus.

- Of the areas visited—Korea, Taiwan, Singapore, and Thailand —Singapore was on the whole the "most valuable stop."
- Competition from the Japanese was evident throughout the trip.
- The business tour was "well worth it."

Sponsored by the Columbus Area Chamber of Commerce under the U.S. Department of Commerce industry-organized Government-approved trade missions program, the group met with substantial interest in their products—conveyors, cryogenic and telecommunications equipment, and postal sorting systems, among others—and found excellent sales prospects.

The mission members were impressed with Singapore's location and the Jurong Industrial Estate undertaking. "Any company contemplating a headquarters for Southeast Asia should take a good look at this City State for that center of operations," says Director Birge.

The businessmen members were Allan R. Galpin, Ashland Chemical Co.; J. Richard Jeffrey, Jeffrey Mfg. Co.; Bruce E. MacNab, Jeffrey Galion Co.; and Charles T. Stewart, Stewart-Glapat Corp.

ASSEMBLING FOR APPOINTMENTS—*In Sao Paulo, mission (above) gathered at hotel where Business Service Center was set up and business was conducted. Left to right: Mission Director Paul H. Cullen; members A. Philip Dolk, Jack C. Klein, Charlotte H. Garfield, Carl J. Feldman, Alonzo L. DeCell, Fritz Haber; John L. Joplin not present. In picture at right, Carl Feldman of the Drake America Corporation describes his company's pumps to prospective customers in Caracas.*

Latin Mission Sees Sales In High Technology Items

The market for sophisticated U.S. pumps, valves, and compressors varies from good to excellent in Venezuela, Brazil, and Argentina, according to a specialized U.S. Trade Mission that has just returned from those countries.

There is little possibility of exporting standard types of such products, however, as they are manufactured locally and generally have import protection, the mission reports.

After meeting more than 250 appointments arranged by U.S. Commercial Officers in Caracas, Rio de Janeiro, Sao Paulo, and Buenos Aires, the mission members expect more than $8.5 million worth of orders to develop during the next year. Seven agency or distributorship agreements were concluded; 15 more are under consideration. In addition, arrangements are being negotiated for five joint ventures, according to Mission Director Paul H. Cullen of the Commerce Department's Office of Field Services.

The mission also conferred with the Venezuelan Exporters Association in Caracas, and with chambers of commerce and government officials in the cities visited.

Members noted that economic indicators in Venezuela have been looking up this year. As one participant said upon arrival in Caracas, "You can smell business in the air." The Government has confirmed five new oil service contracts, construction is picking up, and a new four-year agriculture development plan is under way. Each of these activities calls for large supplies of pumps, valves, and compressors—many of which will have to be imported.

Carl J. Feldman, Drake America Corp., New York, points out that although no pumps "similar" to locally made pumps may be imported, Venezuelan pumps are limited in size, range, and type. As for air compressors, he says, "U.S.-made products are preferred as long as the price premium paid for American goods is not higher than about 10 percent over European and Japanese competitors."

Jack C. Klein, Crane-Deming Pump Division of the Crane Co., Salem, Ohio, recommends that U.S. exporters look to licensing and joint venture arrangements in order to protect themselves against rising import barriers as local manufacturing capabilities grow. In his view "U.S. manufacturers that adopt a policy of only selling to importers and distributors, as many of us have always done, will experience a continuing decrease in export shipments." He suggested licensing—with optional joint venture provisions—in Argentina, either licensing or joint venture operations in Venezuela, and joint ventures with the Brazilians.

Klein sums up his observations: "U.S. manufacturers must realize that they either get into business with their counterparts in the Latin countries, or be prepared to see these markets completely closed in a few short years."

Of Brazil and Argentina, A. Philip Dolk, Automatic Switch Co., New York, reports that excellent products are manufactured locally, but variety in design and production seem to be limited. As for his own company's interests, he comments, "It turned out that the potential markets for our products are relatively small, but larger than we had expected them to be."

Charlotte H. Garfield, of D. B.

Smith Export Corp., Utica, N.Y., found on-the-spot interviews especially advantageous in explaining specific technical applications. "Several firms with whom we had had contact by mail, but who had not chosen to reply, were enthusiastic visitors to the mission and became actual or potential buyers," she comments.

Also on the mission were John L. Joplin, Oil & Gas Supply Co., Houston; Fritz Haber, AVCO-Lycoming Division, Stratford, Conn., and Alonzo L. DeCell, Taylor-Bonney International, Houston.

TRADE MISSION CONFERENCE IN BUCHAREST—*Gov. Raymond P. Shafer, third from left, addresses a meeting at the Romanian Chamber of Commerce. The mission, Pennsylvania's fifth, was assisted by Commerce and State Department officials. The other stops on its Fall trip were in Budapest, Belgrade, Warsaw, and Vienna.*

Pennsylvanians Find E. Europeans Ready For Follow-Up Sales Talks

Another U.S. trade mission to Eastern Europe has confirmed the existence of a growing market for American products there, due to technological requirements of an accelerating industrialization and to the apparent appeal of U.S. quality and design.

A group of Pennsylvania businessmen, led by Raymond P. Shafer, who was their Governor at that time, also added confirmation to conclusions reached by other U.S. business visitors, that first visits can only achieve preliminary contacts, that European representatives are important for the necessary follow-ups—with Vienna suggested as an effective point of operations, and that major differences exist in the various national markets.

Governor Shafer urged that the U.S. consider liberalizing tariff and credit treatment for the Eastern Europe nations as much as possible. He commented: "The tariff problem and the lack of Eximbank financing were questions raised on some of our visits, but our hosts told us that they could overcome these problems when they really needed the products."

Willis Koehler of Koehler and Sons, manufacturers of steel ball manufacturing equipment, reported, "I was delighted to receive upon my return, requests for quotes for substantial amounts of business from two enterprises in Poland and one in Hungary. I am certain that substantial business will result just from these inquiries."

Peter G. Bostock, president of Scott Research, reported great interest in pollution testing equipment, a market that had not really been tapped, and saw opportunities that his firm intends to develop within the next two years.

Cecil Kerr of E. W. Bowman, Inc., a manufacturer of industrial furnaces, reported considerable interest by both glass and steel industries in each of the countries visited: "We are currently negotiating a transaction that could be one of the largest in the history of our company and we are very optimistic about the results."

Benjamin Fox, president of ELCO, a producer of connectors and backplates, reported that a major market exists for his products in Eastern Europe. His analysis concluded, "Because of the budgetary problems they have we do not expect any orders for a year. However, we will be sending a man over shortly to follow up."

"Yugoslavia presents our best prospect for business because of their freer economy and their encouragement of more entrepreneurial spirit.

"Since returning I have already received seven specific inquiries asking for further details on our products and warmly requesting that I pay a return visit."

Puerto Rico Group Sees Sales In Haiti

Haiti offers good market potential for Puerto Rican products, according to a Commonwealth trade mission that went to Port-au-Prince in the fall.

The industry-organized Government-approved mission—the Island's first to Haiti—rounded out an even dozen sponsored by the Commonwealth's Department of Commerce and approved by the U.S. Department of Commerce. Several Puerto Rican trade associations collaborated in arranging the business trip.

In Port-au-Prince, the mission was hosted by the Haiti Chamber of Commerce and the Ministry of Industry and Commerce. Members talked with many of the country's importers.

Products being offered ranged from art objects, foam mattresses, pharmeceuticals, and soda crackers to industrial adhesives and telephone cable. A transportation services firm was also represented.

Maine To Texas: Five More 'E's

Presentation ceremonies in four states marked the awarding of five Presidential "E" and "E" Star citations to firms for their contributions in the field of international marketing.

Three recipients of "E" Stars include New York-based Aviquipo, Inc., an export merchant organization for aircraft and air cargo equipment and materials and subsidiary of Lockheed Aircraft, International, Inc. Collins Radio Co. of Richardson, Tex. received its citation for exports of its electronic communications equipment; the Whip-Mix Corp., Louisville, Ky., was acknowledged for expanding sales of its specialized dental equipment and materials.

"E" awards, made for consistently increasing exports over a three-year period, were presented to Components, Inc., Biddeford, Me., producer of electronic components, and the Foreign Credit Interchange Bureau of the National Association of Credit Management. FCIB is a service organization which acts as a clearinghouse for export information to U.S. firms, enabling them to increase sales in overseas markets.

INTERNATIONAL FINANCING—*Receiving an "E" award for the Foreign Credit Interchange Bureau of the National Association of Credit Management was Otto C. Wasserscheid, FCIB chairman. Presenting the citation was E. E. Schnellbacher, Assistant Director of Commerce's Bureau of International Commerce.*

INCREASING EXPORTS—*R. R. Schenken of Collins Radio and Carl A. Gerstacker, Chairman of the National Export Expansion Council, hold an "E" Star citation.*

PRESENTATION CEREMONIES—*An "E" citation, far left, is held by Fred Lazard of Aviquipo, Inc. and Arthur C. Rutzen, Director of Commerce's New York Field Office. Above left with the Whip-Mix "E" Star are E. A. Steinbock and Harvey Sollinger. With the Components, Inc. award are James V. Day, Commissioner, Federal Maritime Commission, and Claude Grenier representing the firm.*

Trade Promotions Set Sales Records In '70; Commerce Had 250 Exhibitions

The export sales results of trade promotions staged abroad by the Commerce Department in 1970 will be $385 million, up more than 65 percent and $153 million above 1969's record levels, announced Harold B. Scott, Deputy Assistant Secretary and Director of the Department's Bureau of International Commerce.

A study of available data for the 250 events staged in 1970 indicates greater sales per event and higher average sales for each exhibitor, as well as higher totals for the year, Scott said.

Between-show promotions were star performers in percentage increases in both average sales per event and average sales per exhibitor. Trade Centers in 1969 mounted 82 between-show events for total sales of $23 million. Last year's promotions numbered 175 and produced sales totaling $81 million; 250 percent above the 1969 figure.

International trade fairs, including the "solo" or all-U.S. events, ranked second in improvement over 1969. In 1970, exhibitors at these 23 events sold a total of $205 million; up 65 percent over last year's $124 million for 21 events.

Regularly scheduled events in the eight Trade Centers also showed a higher return last year. Fifty-two promotions generated sales of $99 million compared to sales of $85 million for 1969's 47 events.

U.S. Promotions List

A listing of sales opportunities for U.S. firms in 12 U.S. commercial exhibitions, trade fairs and solo displays and 21 shows at the eight U.S. Trade Centers is presented in this issue starting on page 60.

Scott credited much of the improvement in last year's performance to the expansion of Commerce's international marketing research and sharpening of its market development and penetration techniques and to the fact that "more international traders, as well as those who have never sold abroad, are beginning to find out the Commerce Department really can help them open up new territory."

Rising Scandinavian Pulp, Paper Market Target Of April Show

More than 300 Scandinavian pulp and paper plants need new production equipment to increase their output and meet rising domestic and overseas demands. To help U.S. equipment makers show their products in this growing market, an exhibition of pulp and paper production and conversion equipment, instrumentation, systems and chemicals will be staged at the U.S. Trade Center in Stockholm, Apr. 19-24.

The display will coincide with the annual conference in Stockholm of the Pulp and Paper Manufacturers' Association of Sweden, Apr. 22-23.

Market research reports that U.S. firms supplied 22 percent, or $13.2 million worth, of Swedish pulp and paper production equipment imports in 1969.

Denmark's annual paper production is in the hands of five firms with a total annual production of $70 million, but output is growing at an 8-percent yearly rate; about 150 converting firms produce bags, envelopes, and cartons. Norway is investing about $50 million a year in its paper and pulp production industry, and individual segments of the industry are growing at rates of 4 to 8 percent. Total Swedish imports jumped to $58.8 million in 1969 from $30.4 million in 1968.

Write the Department of Commerce, BIC-946, Washington, D.C. 20230 (202-967-4421) or contact any Commerce Field Office.

Perth, Melbourne, Reykjavik Planning International Fairs

Exhibitions in Australia and Iceland featuring consumer and technical goods and transportation equipment are open for international participation. The Commerce Department is not planning a major promotion in these events.

The Perth Fair, a consumer goods trade fair, is being planned in Perth, Western Australia, May 14-22. Product categories will include boats, food, appliances, furniture, building products, and general domestic and international goods. Write: John C. Waterman & Associates Pty. Ltd., 254 Adelaide Terrace, Perth 6000, Western Australia.

Melbourne, Australia will host Freightex '71. The show covers cargo and materials handling systems and equipment, containers, heavy packing equipment, air conditioning and refrigeration equipment, and cargo loading and road transportation equipment. For information on the June 28-July 2 show write: Industrial and Trade Fairs Pty. Ltd., Third Fl., ADC House, 77 Pacific Highway, N. Sydney.

Technical and consumer goods will be displayed at the International Reykjavik Fair, Reykjavik, Iceland, Aug. 26-Sept. 11. Construction, electrical, refrigeration, packing, data-processing and transportation equipment plus all types of consumer goods will be covered in this show. Write: Kaustefnan, P.O. Box 504, Reykjavik.

AMBASSADOR'S INSPECTION—*U.S. Ambassador to Australia Walter L. Rice, second from right, inspects a Cahn Electro Millibalance at the November biochemical test and control show in Sydney.*

Biochemical Show Draws 900 To Sydney; Features Seminar

"It would not have been possible for us to visit all these prospects with our equipment in less than a year," declared an official of Cooke Engineering. The Alexandria, Va. firm received a large number of sales leads during the biochemical test and control equipment exhibition at the U.S. Trade Center in Sydney, Australia.

Cooke, one of 32 U.S. firms represented at the Nov. 9-13 show, introduced its automated pipetter into Australia. Participants in the event are predicting sales of more than $1.7 million over the next 12 months.

Almost 900 visitors registered for the exhibition which featured a two-day colloquium. Four overseas agent and distributor posts were open at the show's start; one was filled and candidates were under review for the other three.

Pollution Control Show Attracts German Interest

A total of 35 agency/distributorship positions were being negotiated at the end of a U.S. Trade Center show in Frankfurt featuring industrial air treatment and pollution control equipment.

The 31 exhibitors, representing 34 companies, are projecting sales of more than $7 million in the coming year.

Five distributorship agreements were signed at the show, all by Firm 2000, Inc. of Salt Lake City, one of 12 concerns interested in contacting overseas representatives.

The Nov. 9-13 promotion drew an audience of 940 with over 21 percent attending from 19 other nations. The exhibition was accompanied by a symposium at which 23 papers on air pollution control problems were presented.

THE FIGHT AGAINST POLLUTION—*A U.S. showing in Frankfurt of industrial air treatment and pollution equipment included the Brink Mist Eliminator at the Monsanto Enviro-Chem Systems booth.*

World Trade Actions

New Zealand And Japan Announce Liberalizations

New Zealand: The Minister of Customs has announced the liberalization of licensing controls which will become effective for the new licensing year beginning July 1. Imports valued at $28 million, covering 200 tariff classifications, will be exempt from import licensing restrictions next July 1.

The list covers a number of products of interest to U.S. exporters, including diesel engines, refrigeration compressors, certain machine tools, microfilm, composition leather, shoemaking machinery, certain food processing machines, all weighing machinery, tobacco processing machinery, gas turbines, box banding and wire tying machines, plastic molding presses and injection molding machines, electric motors 75 b.h.p. or over, portable generators not exceeding 5,000 watts, non-agricultural crawler tractors, accessories for portable electric tools, ultrasonic cleaning machines, photographic enlargers and reducers, microfilm printing projectors, cinematographic projectors (8mm and 16mm), aptitude-testing apparatus, and sensitized computer cards.

Information regarding other items on the liberalized list may be obtained from the Far East Division (BIC-892), U.S. Department of Commerce, Washington, D.C. 20230.

Japan: The Government removed import quota restrictions on ten items effective Jan. 1. The items, listed according to Brussels Tariff Nomenclature (BTN) categories, are: grapes (08.04); smoked scallops and cuttle fish (16.05); cake mixes (19.02); macaroni and spaghetti (19.03); breakfast cereals (19.05); all types of whiskey (22.09); antibiotics (29.44); embroidery (58.10); color film (37.02); and tool tips (82.07).

Most of the items should be of some interest to U.S. suppliers, particularly whiskey and color film. Some of the items listed had been partially liberalized prior to Jan. 1, and the recent Government action removes remaining restrictions on those items. For example, movie color film was liberalized earlier; the most recent liberalization covers all color film.

The Japanese action follows the new liberalization schedule announced last September (see *International Commerce* of Sept. 21) which aims for the termination of over 50 quota items by September 1971. Deletion of ten items from Japan's Import Quota (IQ) list reduces the number of quota items, which the Japanese Government recognizes as being inconsistent with its obligations under the General Agreement on Tariffs and Trade (GATT), to 80 four-digit numbers. Removal of 20 additional items from the IQ list is expected on April 1.

Austria: Kasimex, an advertising firm representing official Hungarian economic press offices, and publishers of *Figyelo* and *New Hungarian Economy,* has offered to handle insertion of advertisements in these publications for U.S. firms. Kasimex states that advertisements from foreign firms are welcome and that these two publications are read by all Hungarian agency personnel interested in foreign trade. The firm will translate advertising copy and layout if necessary. Kasimex also has contacts with state trading offices in Romania and Bulgaria, where Kasimex states that there is currently an interest in food processing equipment, electronic goods, and agricultural machinery. **Write:** Franz Halasz, Kasimex, Gozagagasse 2, 1010 Vienna, Austria.

France: A budget providing for total expenditures of $16.83 billion on military research and materiel between 1971 and 1975 was signed into law on Nov. 19 by President Pompidou. The total five-year appropriation is broken down into the following broad categories: in the area of nuclear weaponry, $5,062.7 million is set aside for strategic nuclear armament and $497.3 million for tactical nuclear armament; in the area of research and materiel for conventional warfare, $3,685.5 million is alloted to the Army, $2,540.5 million to the Navy, and $3,943.6 million to the Air Force. A total of $1,100.4 million is reserved for expenses incurred jointly by the three services.

A more detailed breakdown, allocating funds to specific programs for each year, is available in the *Journal Officiel* of Nov. 20. Copies may be obtained from the Western Europe Division, Office of International Commercial Relations, BIC-888, Department of Commerce, Washington, D.C. 20230.

France: The Government has announced that a special tariff quota will be available for a total of 299 metric tons of raisins from any origin, in containers of 15 kilos net weight. This quota, effective until Nov. 30, 1971, will be subject to an import duty of 1.2 percent instead of 6 percent. Shipments may arrive through the ports of Marseille, Le Havre, or Dunkerque, or through the border crossing of Le Boulou, Le Perthus, La Junquera-gare, Hendaye and Behobie-gare. Imports from all nations enter France without import licenses.

Germany: An import quota has been opened for canned asparagus spears from a number of countries, including the United States, according to the *Bundesanzeiger* No. 222 of Nov. 28. Applications for licenses are now being accepted, and can be submitted until, but not

later than, Apr. 22. Licenses will be issued only to applicants who have received licenses under the previous quota issued last June. Applications for licenses by each individual applicant must not exceed the total value of licenses granted to him under the previous quota. Import licenses will be valid until Apr. 30. This quota announcement generally follows the pattern of the previous announcement (see *International Commerce*, June 15, 1970, p. 31).

Italy: Through October, imports from the world jumped 21 percent to $12.3 billion, while total exports rose 11 percent to $11 billion.

Spain: The Government has extended the nation's import deposit system for an additional six-month period. Consequently, the advance deposit requirement which was originally established in December 1969 for one year will now expire on June 30. However, the amount of the deposit, which was set at 20 percent of the c.i.f. value of imports, was scheduled to be reduced to 10 percent effective Jan. 1.

Eximbank Funds Back Over $231 Million In Overseas Sales

Eximbank's late-1970 lending activity will help stimulate the export sale of more than $231 million worth of U.S. goods and services.

To support $111 million in U.S. export sales, the Eximbank has made available $25 million to each of two U.S. commercial banks under its Cooperative Financing Facility.

One transaction involves $25 million available to Bankers Trust Co. of New York, the seventh largest commercial bank in the U.S. The other $25 million is going to Continental Illinois National Bank and Trust Co. of Chicago, which ranks as the eighth largest.

Each institution will use the funds to make loans to small and medium-sized borrowers in the Free World through their foreign branches, subsidiaries, affiliates, and correspondent banks for the purchase of U.S. goods and services. These subloans will be negotiated by each institution on a case-by-case basis and will repay Eximbank's portion of each jointly financed transaction.

Proceeds of Eximbank's $25 million in the two transactions under the Facility will finance 45 percent of the cost of purchases from the U.S., while each institution will finance the other 45 percent, after the buyers have made a cash payment of 10 percent.

Interest on Eximbank's portion of the funding will be at the rate of six percent per annum on outstanding balances.

Under its regular lending activity, the Eximbank has provided the following recent credits:

- A $1 million relending credit to a **Brazilian** investment bank to finance 90 percent of the cost of selected imports of U.S. machinery, equipment and services.
- An $11.4 million credit to help Union de Transports Aeriens (UTA) of **France**, buy two DC-10 aircraft and parts valued at $47.6 million.
- A $13.5 million credit and a financial guarantee for the same amount will help a **French** steel firm buy $30 million in U.S. goods and services to equip a rolling mill.
- A $12.2 million loan to enable **Israel** to buy $27 million worth of U.S. soybeans.
- A $1.8 million credit to **Malaysia-Singapore** Airlines to assist the sale of a Boeing 737 valued at $5 million.
- A $3.2 million credit to a **Mexican** Government development finance company to provide 45 percent of the cost of $7.2 million worth of U.S. railroad equipment to the Mexican railway system.
- A $2 million relending credit to Corporacion Nicaraguense de Inversiones (CNI) of Managua, **Nicaragua**, to finance 90 percent of the cost of selected items of machinery, equipment, and related parts and services to be purchased from the U.S.

These loans will also be repaid at an annual rate of 6 percent on outstanding balances.

Asian Bank Lends Over $55 Million To Five Nations

The Asian Development Bank has committed the equivalent of more than $55 million to development projects in five Asian nations. The loans include:

- A $10 million loan to the Government-owned **Korean** Development Bank for relending to private industrial enterprises.
- A $5 million loan to **Malaysia** for improving the water supply in the State of Malacca for domestic and industrial use; Malaysia also received the equivalent of $3.5 million for expansion of the port of Sibu, in Sarawak.
- Two loans amounting to $4 million for a jute development project in **Nepal.**
- A $20.5 million loan to help **Singapore** expand the international airport at Paya Lebar. This is the ADB's largest loan to date.
- A $12.88 million loan to **Taiwan** Power Company will pay the foreign exchange costs of its power transmission and distribution program.

All imported goods and services paid for with ADB funds must be procured through international competitive bidding among firms resident in its member nations The United States is a Bank member.

Other recent ADB activity has included the floating of its first bond issue in Asia and the first allowed to be floated by a foreign entity in **Japan**. The issue was for six billion yen ($16.7 million). The Bank also agreed to provide technical assistance to **Indonesia** in a study of flood control and agricultural improvement in North Sumatra.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows, incorporating the familiar Licensing and Investment Opportunities and Foreign Trade Opportunities, presents details about U.S.-sponsored overseas exhibitions, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

U.S. Promotions Overseas

GERMANY. Analog & Digital Measuring, Recording Instruments. The market for measuring and recording instrumentation is strong and indications point to a steady growth. The total German market for this equipment grew approximately 40 percent during the 1967-69 period, from $120 million to over $168 million. Originally the center of the electrical measuring technique, West Germany has become an important customer for American manufacturers of measuring equipment.

German industry, however, remains among the leaders in the field of standard electrical meters and measuring instruments and is a world competitor. Imports of measuring and recording instruments grew almost 46 percent in the 1967-69 period. Call 202-967-3088. Frankfurt Trade Center. Mar. 15-19.

AUSTRALIA. Graphic Arts Equipment. While the Australian GNP was setting records in 1969, the graphic arts industry was expanding even faster. Because domestic production is able to supply only 9-10 percent of the total market for printing and bookbinding equipment each year, industry must rely on imports. In 1969 these amounted to $25.5 million, of which U.S. exporters were able to furnish a market-leading 34 percent share. Between 1963 and 1968, the Australian graphic arts industry increased its output by 64 percent to reach a production level of $651 million.

The success of U.S. firms in this field is largely attributable to the reputation they enjoy for producing modern machinery noted for its reliability, advanced technology and minimum down-time. Call Tom Mayfield, 202-967-4056. Sydney Trade Center. Mar. 22-26.

SCANDINAVIA. Electronic Data Processing Equipment. The four Nordic countries represented a $100 million market for electronic data processing equipment in 1969, with demands projected increasing at a 20 percent annual rate to over $200 million by 1973. Computer installations are forecast to increase to 2,600, double the number in use early last year. Imports currently account for about 95 percent of the market and are expected to reach an estimated $190 million in the next three years.

Direct U.S. sales rose to $30 million in 1969, a third of the area's imports of EDP equipment and the largest market share of any foreign supplier. Call Stanley Hays, 202-967-5751. U.S. Trade Center for Scandinavia, Stockholm. Mar. 22-27.

FRANCE. Automotive Diagnostic & Service Equipment. France is on the verge of important developments in the areas of automotive safety and performance testing and servicing which will increase sales opportunities for U.S. manufacturers of a variety of equipment and instrumentation. The appearance of diagnostic centers, expanding services offered by major oil companies at hundreds of outlets, and the prospect of eventual obligatory periodic inspection of private vehicles in France are some major market factors. Call 202-967-2795. Paris Trade Center. Mar. 29-Apr. 2.

ITALY. Dairy Processing Equipment. Italy's dairy processing industry is at a turning point. The rising economy has increased the Italian people's standard of living, causing a marked increase in demands for dairy products. To improve production capabilities and meet new consumer demands, the dairy industry must modernize its production techniques by utilizing more technologically advanced equipment. Over $22 million was invested in equipment for the industry in 1967-69.

This exhibition will be held in the agricultural pavilion of the International Milan Samples Fair. Call 202-967-4508. Milan Trade Center. Apr. 14-25.

SCANDINAVIA. Pulp, Paper & Converting Equipment. Over 300 Scandinavian pulp and paper plants and numerous converters comprise an excellent market for the latest in U.S. machinery, controls, equipment and supplies. Swedish pulp and paper plants have been spending $200 million per year for new plants and equipment. The year 1969 witnessed new production records.

Scandinavian plants are forced by international competition to invest in modern, large-scale machinery. Sweden is undergoing modernization, capacity expansion and vertical integration of its pulp and paper industry. Call John R. Crown II, 202-967-4421. U.S. Trade Center for Scandinavia, Stockholm. Apr. 19-24.

FRANCE. Chemical Processing Equipment & Industrial Process Controls. The French chemical industry has an 8.5 percent growth rate; its output has nearly doubled in the last six years; capital investment is expected to be $750 million in thre years, and $400 million in export sales opportunities for over five years is forecast. The French chemical industry has $4 billion to spend in the next five years on modernization and construction projects. Call 202-967-2434. U.S. Commercial Exhibition. Salon International De La Chimie. Paris. Apr. 19-25.

UNITED KINGDOM. High Performance Materials. A symposium/exhibition of materials and design applications will feature U.S. materials producers, fabricators, designers, end users, engineers and management. Sophisticated and technologically advanced products of all kinds continue to have excellent sales opportunities in the U.K. In 1967, Britain paid $77.7 million for American expertise. Exhibits will feature advanced composite materials, plastics, metals, superalloys and related fabrication equipment. Call Franc Manzolillo, 202-967-4443. London Trade Center. Apr. 26-30.

FRANCE. Reprographic Equipment. The use of microfilm and other advanced reprographic systems in France is expanding rapidly and total annual sales of these products are estimated at $165 million. Sales are soaring as end users begin to employ such equipment in commerce, industry and government. It is projected that the microfilm market will grow at least 20 percent a year over the next three years, and duplicating and photocopy equipment will have a combined annual growth of 15-20 percent for the same period.

France relies heavily on imports to meet demands for these products and U.S. goods are predominant. Call Donald G. Johnson, 202-967-3352. Paris Trade Center. May 3-7.

JAPAN. Automation Controls & Related Devices for Production. The U.S. exhibition in the Japan 4th Automatic Control Equipment Show is planned to capitalize on the rapidly expanding market for sophisticated automation equipment and controls. The rapid expansion of Japan's economy has resulted in increasing labor shortages and rising wages. Even large enterprises employing over 1,000 workers are affected; one-third of which report labor shortages are affecting production.

Market research identifies the following product categories: process control computers, control instruments and

valves, numerical controls, direct numerical controls and retrofit, industrial robots, servo systems and controls, fluidic systems and components. Call Robert Levine, 202-967-4705. U.S. Commercial Exhibition, 4th Automatic Control Equipment Show. Tokyo. May 14-18.

UNITED KINGDOM. Nuclear Instrumentation & Equipment. The sophisticated and advanced market for nuclear instrumentation and equipment for industrial, scientific and medical use in Britain is growing at a rate of approximately 20 percent a year.

Market research estimates an annual $15 million market in the categories of radiation measuring and controlling instruments, radiation protective devices, auxiliary equipment and materials, special equipment for reactor construction and operation, nuclear-medical equipment, equipment for commercial application of radio-isotopes, irradiation technology, analytical devices. Call Lee Swift, 202-967-4461. London Trade Center. May 17-21.

JAPAN. Materials for the Electronics Industry. The Japanese electronics industry is one of the world's most active, growing at an annual rate of 22-25 percent. In the area of sophisticated materials for the electronics industry, U.S. products account for 20-30 percent of total imports, or some $72-$100 million and the U.S. share is expected to increase steadily. In 1969 consumption reached a level of $361 million.

Total Japanese electronics production came to $6.5 billion in 1969, and should reach $9.5 billion in 1970. Call C. H. Watts, 202-967-4512. Tokyo Trade Center. May 17-22.

VENEZUELA. Agribusiness Equipment. A proposed $181.3 million program to boost Venezuela's agricultural output is opening sales prospects for the full range of American agricultural equipment including farm implements and food processing and packaging equipment.

Agricultural output in Venezuela increased 80 percent in a recent ten-year period, and through irrigation and electrification projects, large new land areas will be cultivated. American manufacturers now supply over half of Venezuela's market for agribusiness equipment—a market estimated at $60 million in 1969, and which has been growing at 15 percent annually. Call Vincent Doran, 202-967-3848. U.S. Solo Exhibition. Caracas. May 17-23.

UNITED KINGDOM. Electronic Components & Test Instruments. Sales of electronic components are increasing by 12 percent a year, three times the average manufacturing industry growth. Deliveries of components rose to $578 million in 1968, and estimates project a continuing upward trend. Good sales opportunities are projected for U.S. firms in the 22nd staging of this London exhibition.

Call Eugene Shaw, 202-967-3838. U.S. Commercial Exhibition, International London Electronic Components Show. May 18-21.

FRANCE. Aerospace Equipment. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jets and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for aircraft, components and support equipment.

Call Charles M. Whitley, 202-967-4961. U.S. Commercial Exhibition, Paris Air Show. Paris. May 27-June 6.

FRANCE. Industry Oriented Computers. The use of computers and related data processing equipment by manufacturing and processing industries in France is growing rapidly. French industry, aware of the need to automate, modernize and expand, is becoming one of the major users of computers in France. The industrial sector accounted for 40 percent of French computer installations in 1969.

Sales of EDP equipment in France are expected to total $418 million in 1970. U.S. sales of EDP equipment to France totaled $29.9 million in 1969 and are projected to reach $80 million by 1974. Call John Gleason, 202-967-2434. Paris Trade Center. June 7-11.

SCANDINAVIA. Packaging Machinery, Materials & Containers. The Scandinavian countries are experiencing a sharp rise in demand for convenience packaging. In 1969 imports of packaging machinery, materials and containers totaled $45.5 million for the four countries, all of which are experiencing a continuing trend toward dispensing with manual handling from the filling line to the sales counter. The increasing number of working women, the continued rapid growth of supermarkets and self-service stores, and changing diet and eating habits all have led to increased demand for attractive convenience packaging.

Practically every sector of industrial packaging is expanding, including the food, drug and cosmetic, detergent, wine and spirits, beer and soft drink, tobacco, toy and clothing industries. These comprise an excellent market for U.S. manufacturers of sophisticated packaging machinery, materials and containers. Call C. E. Walls, 202-967-4256. U.S. Trade Center for Scandinavia, Stockholm. June 7-12.

JAPAN. Chromatographic & Spectroscopic Equipment. A $40 million market in Japan for chromatographic and spectroscopic equipment is expanding 20-25 percent annually. Although Japanese manufacturers supply a large portion of domestic demands for these products, advanced U.S.-made equipment continues to grow in this highly developed and sophisticated market. Sales of U.S. equipment were estimated at $4.8 million during last year.

Call John H. Reed, 202-967-5134. Tokyo Trade Center. June 7-12.

ITALY. Advanced Medical Equipment. Italy plans to spend $480 million during 1971-1975 to expand its regional hospital system by 40,000 beds. An estimated $41 million will be spent on equipment, including intensive care equipment for over 2,000 beds. Call 202-967-3968. Milan Trade Center. June 8-12.

SWITZERLAND. Environmental Pollution Control Equipment. Europe is more densely populated than the United States, and its industry has had a free hand for generations in polluting the environment. Although laws have been on the books for many years to require control of these pollution activities, it has been only recently that public consciousness is forcing governments to think seriously about enforcement.

France is pursuing control plans that will subsidize municipal water plants up to 70 percent of investment costs and industrial plants up to 50 percent. Belgium plans to spend $20 million in 1972 to protect underground and surface water. Italy has major plans to catch up with her neighbors to the north. Call John Wolf, 202-967-3822, U.S. Commercial Exhibition, PROAQUA PROVITA. Basel. June 8-12.

AUSTRALIA. Quality Control & Reliability Equipment. As Australian industry expands, increased emphasis is placed on automation and quality control. Because local production is limited and unable to supply the wide range of products needed by the growing industrial complex, imports of sophisticated control, measuring and testing equipment will increase considerably in the next decade.

In the last three years U.S. manufacturers have increased their share of the non-destructive testing market from 35 percent to 50 percent.

This exhibition and combination technical conference-seminar will feature the latest U.S. dimensional, non-destructive and optical test and measurement equipment. Call Max Miles, 202-967-3865. Sydney Trade Center. June 21-25.

UNITED KINGDOM. Separation Systems Equipment For Industry. Concern over pollution has added an important impetus to the U.K.'s growing need for more advanced separation systems to handle in-factory processes. Indicative of the need, imports of filter and centrifuge equip-

Sales opportunities in 12 U.S. commercial exhibitions, trade fairs and solo exhibitions and 21 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and Oct. 14, 1971.

Each Trade Center exhibition is limited to one particular line of products and centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions Div., BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.*

ment was 33 percent higher in 1968 than in 1965. The U.S. had 36 percent of this $15 million 1968 import market.

There is an increasing need among filter users for "packaged" filtration with instrumentation that provides a complete system for use with an industrial process. Call Gus Duda, 202-967-4462. London Trade Center. June 21-25.

GERMANY. Metallurgical Equipment & Instrumentation. Estimates place a $52 million value on the German market for metallurgical equipment and instrumentation. German industry's increasing emphasis on in-plant automation for production and testing has precipitated a great deal of demand for the latest, most modern process control and measuring equipment.

In addition, powder metallurgy is new in Germany and is causing much interest. The German market for metallurgical equipment and instrumentation is reported excellent for U.S. firms. Contact William Gaines, 202-967-4073. Frankfurt Trade Center. June 21-25.

UNITED KINGDOM. Printing & Bookbinding Machinery. The London International Printing Machinery Exhibition, IPEX, is one of the largest in the world for the printing industry. The last London IPEX in 1963 drew over 250,000 visitors. U.K. imports of this equipment have been rising steadily, with U.S. exports holding over 20 percent of the import market. Call Joe McNulty, 202-967-4653. U.S. Commercial Exhibition. London International Printing Machinery Exhibition. July 13-24.

JAPAN. Computer Input/Output Devices. Japan is a lucrative market for U.S. computers, related equipment and software. New market research indicates good sales prospects for cathode ray tubes (CRTs), magnetic ink character and mark readers (MICRs and MIMRs), optical character readers (OCRs), plotters, magnetic tape and disc-type cartridges.

Although Japan still maintains an import licensing system and duties ranging from 10.5 percent to 25 percent on computers and related equipment, U.S. sales continue to rise. The first nine months of 1970 show U.S. exports to Japan at nearly $110 million. Two shows are scheduled in July. Call Maurice Shea, 202-967-4511. New Merchandise Mart, Osaka, July 22-24, and Tokyo Trade Center, July 29-31.

AUSTRALIA. Exploration Geophysical Equipment. The opportunities for sales of U.S.-made exploration geophysical equipment continue to expand as the Australian mining industry experiences dynamic growth.

At present, virtually all Australian demand for geophysical equipment used in exploration work is met by imports. U.S. manufactured geophysical equipment predominates as evidenced by the 70-80 percent share of the import market American producers currently hold. Sales potential for most all types of equipment used in exploration work appear good for the next several years. Call Max Miles, 202-967-3865. Sydney Trade Center. Aug. 30-Sept. 3.

GERMANY. Plastics & Plastics Machinery. German per capita consumption of plastics—over 100 pounds annually—is the world's highest. Future growth in the use of plastics is predicated on the assumption that applications will expand rapidly into many new fields, especially, in building-construction and automobile production. Expanded use of plastics is also anticipated for interior decorating and home furnishings. Furniture is also a major user of plastics.

A study forecasting plastics production estimates that German output in 1970 should reach 4.5 million tons. Call George A. Kemp, 202-967-3088. U.S. Commercial Exhibition, 6th International Plastics Fair (KUNSTSOFFE '71). Duesseldorf. Sept. 16-23.

GERMANY. Automotive Testing, Repair & Maintenance Equipment. Automobile manufacturers in Germany estimate production in 1971 will reach 3.8 million units. During the first eight months, 1970 production rose to 2.45 million units, an increase of 6.8 percent over the corresponding period of 1969. The German market for automotive testing, repair and maintenance equipment is following the rise in domestic auto consumption.

The Frankfurt Auto Show is the chief event in Germany in the automotive field. In recent years the Auto Show has included automotive testing and maintenance equipment and has now become a showplace for such equipment.

Both the Department of Commerce and the Motor and Equipment Manufacturers Association (an association of manufacturers of automotive parts and accessories) are sponsoring this event. Contact William A. Raftery, 304 W. 58th St., New York, N.Y. 10019, 212-265-4544, or call Don Schmadel, 202-967-4601, Dept. of Commerce, BIC-938, Washington, D.C. 20230. U.S. Commercial Exhibition, Frankfurt Auto Show. Frankfurt. Sept. 16-26.

FRANCE. Industrial & Commercial Security Equipment. The French buinessman is becoming increasingly aware of his need for effective protection against losses incurred by fire and theft. Many French industrial plants, banks, and commercial establishments have inadequate safeguards, or none at all. An important, expanding marketing opportunity exists for American manufacturers of alarm systems, fire detection and extinguishing equipment, parking lot security equipment, personnel identification systems, security cameras, electronic locking systems, pilferage prevention devices, check protection systems, document destruction equipment, and ancillary products.

This event is being scheduled concurrently and promoted in cooperation with EUROPROTECTION, a major European exhibition of industrial security and safety equipment held biennially in Paris. Call Bruce Strong, 202-967-2835. Paris Trade Center. Sept. 27-Oct. 1.

JAPAN. Electronics Production Equipment, Components & Test, Measuring Instruments. The Fourth U.S. Electronics Exhibition in the annual Japan Electronics Show will provide an excellent forum for increasing sales and obtaining representation in the world's second largest electronics market. The 49 U.S. firms that exhibited in the 1970 edition projected $16.8 million in sales.

Japan's production of all electronics products expected to top $9 billion during 1970, of which the production of industrial electronic products is estimated at $2.5 billion, a 25 percent increase over 1969. Imports from the U.S. of electronics products in 1969 were valued at $274.8 million, a 40 percent rise over 1968. Call William Dawson, 202-967-5682. U.S. Commercial Exhibition, Japan Electronics Show. Osaka. Oct. 1-7.

GERMANY. Industrial Assembly Equipment. The field of assembly fastening and techniques in Germany is still in the early stages of development. There are numerous ways to cut costs that have not yet been exploited. German manufacturers continue to look to the U.S. for new techniques in the field of special fasteners. American licensing agreements as well as agency representation are readily accepted. An estimate of the demand in Germany for industrial assembly equipment is between 10-15 percent of the demand in the United States. Contact Don Schmadel, 202-967-4601. Frankfurt Trade Center. Oct. 11-15.

GERMANY. Industrial Automation & Instrumentation Equipment. Europe's demands for measuring and control equipment are valued at approximately $4.5 billion. Growing consumer and industrial demands have increasingly strained European production capabilities and this demand plus new technological specifications have combined to produce a new high demand for automatic process control equipment.

Germany, the largest single country market in Europe, is estimated to have a market for measuring and control equipment valued at $1 billion. This market is growing at the rate of 15-20 percent annually. Call John F. Whiteley, 202-967-2425. U.S. Commercial Exhibition, INTERKAMA '71. Duesseldorf. Oct. 14-20.

Space Fully Booked

The following exhibitions and trade missions, in which all exhibit space has been reserved, are still open for visits by interested industry representatives. U.S. firms with sales representatives in the exhibitions' or missions' market areas and exhibitors may wish to ask local businessmen to visit them.

Environmental Control Equipment Trade Mission, Netherlands, Jan. 18-22; Materials for the Electronics Industry, Paris Trade Center, Jan. 18-22; Chromatography & Spectroscopy Instruments, Frankfurt Trade Center, Jan. 18-22; Mini-Computing Equipment, London Trade Center, Jan. 25-29; Test & Measuring Equipment, Instruments for the Electronics Industry, Tokyo Trade Center, Jan. 25-30; Metal Parts Production Equipment, Scandinavian Trade Center, Jan. 25-30.

Vacuum & Cryogenic Equipment, Paris Trade Center, Feb. 8-12; Computer Display Equipment, Frankfurt Trade Center, Feb. 15-19; Electromechanical Precision Parts, Feb. 16-20; Training Aids for Business & Industry, London Trade Center, Feb. 22-26; Shipbuilding & Marine Equipment, Tokyo Trade Center, Feb. 22-27; Electronic Components, Scandinavian Trade Center, Feb. 22-27; Metal Finishing & Surface Treatment Equipment, Milan Trade Center, Mar. 8-13; Heating, Refrigeration & Air Conditioning Equipment, Tokyo Trade Center, Mar. 22-27; Production Equipment for the Electronics Industry, Frankfurt Trade Center, May 10-14.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, referring to the applicable file number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

Licensing, Investment Abroad

2621, 3861—FRANCE—Firm seeks licensing rights for the manufacture of **special industrial paper** for heliographic, electrophotographic and other reproduction processes and for computer tapes. Papeteries Schwindenhammer, 68 Turckheim, France. WTD. P-709994

2640—ITALY—Medium-sized paper converter seeks licenses to produce **special papers including glazed, unglazed and crepe.** Firm manufactures bleached kraft and glassine paper and sulfite pulp. Employs 390. Prepared to send technicians to U.S. to review a program with potential licensor. Cartiere Villa, Piazza Aspromonte 35, 20131 Milan. WTD. P-709991

2650—ITALY—Licenses to produce **patented cartons, other containers made of non-corrugated paperboard or specialty paper** for packaging solids and liquids, including food and beverages. Not interested in conventional paperboard containers. Also wants to **market the required filling-packaging machinery.** Firm currently makes paperboard boxes; operates new plant, annual sales about $4 million. Is affiliate of large Italian company. Man. Dir. Riccardo Cecchetti, IN. GR. ED.—Industries Grafiche Editoriali, S.p.A., Viale dell'Industria, 04011 Aprilia (Latina). WTD. P-709992

2844—THE NETHERLANDS — Licenses to produce **soaps, shampoos, and related products.** Firm accounts for nearly 25 percent of Dutch market for toilet soaps. Specializes in baby, pharmaceutical and private label soaps. Equipment includes latest types of soap and shampoo making machinery. N. V. Zeep- en Parfumerieenfabriek HILKO, 388 Oostzijde, Zaandam. WTD. P-70998

2851—MEXICO—Seeks license, technical assistance to produce **resins** for use in present line of industrial and commercial paints. Also interested in production of **advanced types of resin-based paints.** Pinturas Monterrey, S.A., Apartado Postal 1207, Monterrey, N.L. WTD. P-70999

3079—MEXICO—Plastic toy manufacturer seeks licenses to expand line. Also wants to produce **bottle caps for pharmaceutical industry.** Not interested in making model kits. Firm started operations in 1970. Luis Lauro HERNANDEZ, Industrias Cica, S.A., Nogal No. 68, Mexico 4, D.F. WTD. P-70996

3323—UNITED KINGDOM—Licenses to manufacture **castings, machinery, stampings, pressings** or other items complementing present product line. Currently makes agricultural machinery, small diesel engines and gray iron castings. Established in 1871, employs 700 people. Annual sales volume of approximately $10 million. J. G. Bamford, Joint Managing Director, Bamfords Ltd., Uttoxeter, Staffordshire, ST14 8JD, England. WTD. P-70991

3530—ENGLAND—Manufacturer of materials handling equipment and hand tools seeks licenses to make products complementary to present line. Firm employs about 50. Mr. N. Matthews, Director, Demat Ltd., Armour Rd., Tilehurst, Reading, Berkshire. WTD. P-70994

3532—AUSTRALIA—Licensing arrangement with a U.S. manufacturer of **underground mining equipment.** Firm specializes in the manufacture and distribution of mining tractors and ancillary equipment used in underground coal and metalliferous mining. It is particularly interested in manufacturing roof bolting equipment and rubber tired tractors mounted with drilling equipment and coal loading equipment with a capacity up to 5 cubic yards. Mr. H. D. Peet, Manager for Development, Domino Equipment Pty. Ltd., Pacific Highway, Gateshead, N.S.W. 2290. WTD. P-70993

3535—THE NETHERLANDS — License or similar agreement to manufacture **conveyor installations** for freezing tunnels used by food processing industry. Can supply components such as fans and insulation. Would consider proposal to produce complete freezing plants. Mr. J. Peperzak, Bronswerk N.V., 91 Eemstraat, Amersfoort. P-709993

3541—GERMANY — Licenses to make **metal center air cooled bias buffing machines and sisal cord brushes.** Firm produces impregnated fiber brushes for polishing metals. Offers U.S. firm manufacturing rights to mini sisal cord or yarn brushes. Particularly suitable for polishing cutlery and silver flatware. Established 1931, company employs about 70. Heinrich Kreeb, Schleifbuersten- u. Polierscheibenfabrik, D-7320 Goeppingen, Ziegelstrasse 37, West Germany. WTD. P-70995

3567—GERMANY—Licenses sought for **industrial ovens,** especially those used for heat-treating aluminum. Firm currently manufactures industrial ovens and pneumatic conveyors systems and wishes to expand its production program. Has good domestic market and rapidly expanding to European markets. Established in 1939; has 150 employees. H. Braun-Angott KG Maschinen und Anlagen, 6a Hammerstrasse, 58 Hagen, Germany. WTD. P-709995

3567—ITALY—Licenses to manufacture **re-heating furnaces for slabs and ingots.** Interests include walking beam, pusher and rotary hearth type. Also, wants to produce **vacuum furnaces for metal heat treatment.** Firm manufactures electric and fuel fired furnaces and heat treating equipment. Employs about 150; well established in Italian market. Ing. F. Ferre' & C.-S.p.A., Via Morimondo, 23-20143 Milan WTD. P-70997

3714 — ENGLAND — Licenses to manufacture **automotive components or products related to present line.** Firm produces cylinder liners, crankshafts, hydraulic units and special purpose machine tools. Has around 800 employees. Mr. B. G. P. de Mattos, Dir. Laystall Engineering Co., Ltd., Dixon St., Wolverhampton, Staffordshire. WTD. P-70992

Licensing In U.S.

3534, 3535, 3536—FRANCE—Three types of **materials handling equipment:** patented elevator system used primarily within French multi-storied post offices for movement of mail-filled pouches between the various floors for separation and sorting; single track overhead conveyor; and joined pivoting crane beam column for industrial uses. **File 1984**

3535—ITALY—Patented **conveying system for parking automobiles** in commercial garages and parking lots. Currently the system can handle 18 automobiles. The system can be used for movement of other heavy items up to 30 tons; including stowing containers aboard ships. **File 1985**

3535 — ENGLAND — Overhead storage system which requires minimum floor space and allows for maximum height usage. A combination of specially engineered columns and supports and scissor lifts makes the system possible. **File 1986**

3542—GERMANY—Metal forming and cutting machines: hydraulic press brakes, and hydraulic guillotine shears. Both functions can also be combined in a single machine with hydraulic or hydromechanical drive. The machines are available for pressures between 2 and 320 tons. **File 1987**

3551, 3559, 3811, 3841—SWITZERLAND —**Freeze-drying, dehydrating, vacuum and low temperature equipment and systems.** Specifically: pilot freeze-driers with applications in pharmaceutical and food industries, for both pure and applied research; complete plant systems for the freeze-drying and conditioning of pharmaceutical products; continuous dehydration plant for vegetables and fruit; continuous dehydration ovens for vegetables and fruit; continuous onion peeler with built-in topping and tailing device; drying, impregnating and vacuum-casting equipment for the manufacture of electric and electronic components; biocalorimeters for the measurement of heat losses in human beings. Company also interested in cross-licensing in complementary lines. **File 1988**

3991—GERMANY — Brushes, sisal-cord or sisal-yarn, several kinds, impregnated, **for polishing metals** including iron, steel, stainless steel, silverware, and impregnated mops. **File 1989**

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the International Liaison and Trade Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms are interested are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230 or from any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01136—SPAIN—Dry beans, dry peas, other pulses (especially lentils, white and pinto beans, chick-peas). Ciriaco Rueda, S.A. (importer, dist.,), Arco de Ladrillo, 5, Valladolid. WTD 11/70.

Small arms

19512 — NETHERLANDS — Small arms for hunting, target practice. Exclusive representations. Nederlandsche Wapenhandel v/h Joh. Munts (importer, dist., retailer), 11 Damrak (P.O. Box 3532), Amsterdam. WTD 12/70.

Small arms ammunition

19610 — NETHERLANDS — Small arms ammunition for hunting, target practice. Exclusive representations. Nederlandsche Wapenhandel v/h Joh. Munts (importer, dist., retailer), 11 Damrak, P.O. Box 3532, Amsterdam. WTD 12/70.

Canning, preserving foods

20334—PORTUGAL—Orange juice. Guimaraens-Vinhos S.A.R.L. (dist., agent, port wines, table wines producer), Quinta Dom Prior, Apartado 13, Vila Nova de Gaia. WTD in prep.

20361—SPAIN—Frozen fish, other seafood. Industrias Gaditanas de Frio Industrial, S.A. (importer, dist., mfr.), Apartado Postal num. 119, Cadiz. WTD 11/70.

Broad woven fabric mills, cotton

22111—AUSTRALIA—Ninety thousand yds. per mo. of 150 in., 11 oz., 18 x 15 sateen weave hessian carpet backing. Godfrey Hirst & Co. Ltd. Attn: Barry Parsons, Supply Mgr. (dist., mfr., agent), Swanston St., South Geelong, Victoria 3220. WTD 10/70.

22112—GERMANY—Remnants, ½ to 5 yds. of unbleached sheeting, type 180, skip weave, cotton only, absolutely free of synthetics. Heinrich Kreeb, Schleifbuersten und Polierscheibenfabrik (mfr., exporter), D 7320 Goeppingen, Ziegelstrasse 37. WTD 12/70.

Broad woven fabric mills, manmade fiber, silk

• 22200—NEW ZEALAND—132,000 yds. polyester coated cloth, 2-3 ounces per sq. yd., 35" wide, in accordance with Army specifications. Bidders must submit sample cloth one yard across the full width of material manufactured. Delivery as soon as possible. Bid deadline 4 p.m., Jan. 29. Copies of tender and specifications available from Dept. of Commerce, Office of Textiles, BDC-686, Washington, D.C. 20230 (202-967-5238).

Men's, youths', boys' suits, coats, overcoats

23110—SPAIN—Men's, boys' suits, coats. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

Men's, youths', boys' furnishings, work clothing

23210 — SPAIN — Men's, boys' shirts, nightwear. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

23220—SPAIN—Men's, boys' underwear. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

23270—SPAIN—Men's, boys' separate trousers. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

23280—SPAIN—Men's, boys' work clothing. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

Women's, misses', juniors' outerwear

23310 — SPAIN — Women's, misses' blouses, waists. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.). Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

23350 — SPAIN — Women's, misses' dresses. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

23370—SPAIN—Women's, misses suits, coats. Correspondence requested in Spanish. Sobaltex. S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

Women's, misses' under garments

23410—SPAIN—Women's, misses' underwear. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70

23420—SPAIN—Corsets, allied garments. Correspondence requested in Spanish. Sobaltex, S.A. (importer, dist.), Dr. Juan de Padilla, 37, Las Palmas de Gran Canaria. WTD 11/70.

Sawmills, planing mills

24211—SPAIN—Lumber, rough. Correspondence requested in Spanish or French. Aquilino Lantero, S.A. (importer, dist.), Castilla, 69, Santander. WTD 11/70.

24212—SPAIN—Lumber, dressed, including ceiling, framing, partition, siding, etc. Correspondence requested in Spanish or French. Aquilino Lantero, S.A. (importer, dist.), Castilla, 69, Santander. WTD 11/70.

Wood products

24911—SPAIN—Lumber, sawn. Correspondence requested in Spanish or French. Aquilino Lantero, S.A. (importer, dist.), Castilla, 69, Santander. WTD 11/70.

Household furniture

25116—GERMANY—Chairs and seats, nursery, chair tables. Direct purchase & agency. (importer, dist., agent), 4 Duesseldorf-Gerresheim, Heyestrasse 10-16. WTD 3/70.

25144—GERMANY — Baby car seats, play pens. Direct purchase & agency. Babywelt A. Stengel & Co. KG. (importer, dist., agent), 4 Duesseldorf-Gerresheim, Heyestrasse 10-16. WTD 3/70.

Converted paper, paperboard products

26416 — TURKEY — Diamond pattern shellac coated electrical kraft paper, both sides coated, in gages .005" and .010" to be used in manufacture of power, distribution transformers. ESAS, Elektrik Sanayii ve Ticaret A.S., (mfr.), Soganlik Koyu, Kartal, Istanbul. WTD 12/70.

26440 — SPAIN — Wallpaper, machine, screen or hand printed. Juan Dorca Llagostera (importer, dist.), Campo Volantin 17, Bilbao (7). WTD 11/70.

26495 — SPAIN — Wallboard, laminated paper products. Juan Dorca Llagostera (importer, dist.), Campo Volantin, 17, Bilbao (7). WTD 11/70.

Books

27315—GERMANY—Books; mail order, retail. Prices requested c.i.f. European ports. Stern Verlag Janssen & Co. (importer, retailer), 26 Friedrichstrasse, P.O.B. 7820, 4 Duesseldorf. WTD 9/70.

Industrial chemicals

28191—ITALY—Ammonium sulfate, bisulfate. ITALFERTIL S.p.A. (mfr.), 26020 Ripalta Arpina (Cremona). WTD 4/70.

28197 — ITALY — Potassium sulfate. ITALFERTIL S.p.A. (mfr.), 26020 Ripalta Arpina (Cremona). WTD 4/70.

Drugs

28346 — JAPAN — Mercurochrome, powder. Initial purchase of 200 to 400 lbs. Aso Pharmaceutical Co., Ltd. (mfr.), 3-12 Tsuboi 2-chome, Kumamoto City. WTD in prep.

Petroleum refining

29110—ETHIOPIA—Supply of minimum four million metric tons of crude oil over a period of five years, delivered to the Port of Assab "from the Persian Gulf." Contract documents, details of requirements will be sent by registered mail against payment of Eth. $2,500 (U.S. $1,000) upon receipt of above amount through Commercial Bank of Ethiopia, account number XE/92614. Bids may be submitted by hand or by registered mail to below address. Ethiopian Petroleum Share Co. (EPSC) (govt. agency), P.O. Box 3375, Addis Ababa. WTD in prep.

29117—TURKEY—Oil used in transformer tanks against explosions for use in manufacture of power, distribution transformers. ESAS, Elektrik Sanayii ve Ticaret A.S. (mfr.), Soganlik Koyu, Kartal, Istanbul. WTD 12/70.

Steel mill products

● 33100—INDIA—4,013 M/T cold rolled carbon steel bright annealed sheets of various specs. Tender No. P/107/49/529-534-535-554-556-565.PL; bid deadline Jan. 27. Directorate General of Supplies & Disposals, New Delhi. Copies of tender documents available at $2.50 each from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

33167—ITALY—Iron, steel sheets. Celestri & Co. (dist.), Corso di Porta Romana 89, 20122 Milan. WTD in prep.

33176—ITALY—Steel pipes. Celestri & Co. (dist.), Corso di Porta Romana 89, 20122 Milan. WTD in prep.

Iron, steel foundries

33230—TURKEY—Grain oriented silicon steel for use in manufacture of power, distribution transformers. ESAS, Elektrik Sanayii ve Ticaret A.S., (mfr.), Soganlik Koyu, Kartal, Istanbul. WTD 12/70.

Rolling, drawing, extruding of nonferrous metals

33511—TURKEY—Annealed bare electrolytic copper strip in coil form for use in manufacture of power, distribution transformers. ESAS, Elektrik Sanayii ve Ticaret A.S. (mfr.), Soganlik Koyu, Kartal, Istanbul. WTD 12/70.

Cutlery, hand tools, general hardware

34211—AUSTRIA—Plate shears, vineyard shears, gardeners' shears, other hand tools; kitchen and table cutlery; other household hardware. "Hauco"-Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1081 Vienna. WTD 12/70.

34231 — AUSTRIA — Hammers, pliers, screw drivers, drills, vises and clamps, all kinds of tools for masons, auto mechanics, hobbyists. "Hauco"-Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1081 Vienna. WTD 12/70.

34232 — AUSTRIA — Chisels. "Hauco"-Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1081 Vienna. WTD 12/70.

34232—NETHERLANDS—Garden tools. Exclusive distributorship. Jean Heybroek N.V., Attn: W. Heybroek (importer, dist.), 9 Jan Steenlaan, Bilthoven. WTD 12/70.

34233—AUSTRIA—Soldering irons, accessory tools, files, rasps. "Hauco"-Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1801 Vienna. WTD 12/70.

34250—AUSTRIA—Hand operated saws. "Hauco" - Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1081 Vienna. WTD 12/70.

Fabricated structural metal products

● 34400—COLOMBIA—The Manager of Water-Supply & Sewer Co. of Bogota issued Tender No. 95-OP-7 for the supply of 150 cylinders of 150-lb. capacity for liquid chlorine, with accessories, and 40 containers of 1-ton capacity for liquid chlorine, with accessories. Bid deadline Feb. 8. Copies of specifications and conditions at the Office of the Manager Empresa de Acueducto y Alcantarillado de Bogota D.E. Carrera 40, No. 22-B-60, Piso 3, Bogota, for 300 pesos Colombian currency (U.S. $1= 18.97 pesos).

Fabricated metal products

● 34900—KENYA—Sluice, air and miscellaneous valves. Tender No. S8/1, 2 and 3; bid deadline Jan. 25. The Town Clerk, City Council of Nairobi, P.O. Box 30075, Nairobi. Additional information available on short-term loan from General ED, Dept. of Commerce, BDC-647, Washington, D.C. 20230 (202-967-5585).

Farm machinery

35225 — PORTUGAL — Combined potato harvesting, grading, bagging machine. Direct purchase & agency. Manuel Montenegro Machado Director, Farmers Cooperative; Quinta de S. Mamede, Tabuaco, Marco de Canavezes. WTD in prep.

35227 — AUSTRIA — Lawn mowers. "Hauco" - Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1801 Vienna. WTD 12/70.

35228—AUSTRIA—Small garden machinery, snow removers. "Hauco"-Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1081 Vienna. WTD 12/70.

35228—NETHERLANDS—Horticultural machinery. Exclusive distributorship. Jean Heybroek N.V., attn.: W. Heybroek (importer, dist.), 9 Jan Steenlaan, Bilthoven. WTD 12/70.

Construction, mining, materials handling machinery, equipment

● 35300—BURMA—Three diesel electric mobile cranes with 30 foot jib and a capacity to lift 10 long tons at 12-foot radius and 2½ tons at 24-foot radius. Tender No. CAP 6(T) TTS/STB/70-71; bid deadline Jan. 25. Chief Engineer, State Timber Board, Ahlone, Rangoon. Specifications available on short-term loan from the Dept. of Commerce, General Industries Div., BDC-647, Washington, D.C. 20230 (202-967-5585).

● Nineteen front-end log loaders with capacity to lift 5 tons to a height of 11 feet, 6 inches. Tender No. CAP 1 (T)MCY /STB/70-71; bid deadline Jan. 25, Chief Engineer, State Timber Board, Ahlone, Rangoon. Specifications available from the Dept. of Commerce, General Industries Div., BDC-647, Washington, D.C. 20230 (202-967-5585).

● 35300—INDIA—Tenders for crawler tractors, 380, 250, 150 and 90 h.p. fitted with dozers, accessories; also one wheel-type tractor of 50 h.p. Tenders U.S.

$13.33. Tender No. SP/B/618/Guj(110)/70-71; bid deadline Mar. 8. Office of Industries Commissioner & Central Purchasing Officer, Block 0/18 New Civil Hospital Annex, Ahmedabad 16, Gujarat, India. Copy of tender available on short-term basis from the Dept. of Commerce, General Industrial Equip. Div., BDC-647, Washington, D.C. 20230 (202-967-5520).

35310 — NETHERLANDS — Road construction machinery. Exclusive distributorship. Jean Heybroek N.V., Attn: W. Heybroek (importer, dist.), 9 Jan Steenlaan, Bilthoven. WTD 12/70.

Metalworking machinery

● 35400—MALAYSIA — Supply of machine-shop, sheetmetal, welding, woodworking and automotive workshop equipment for vocational, technical schools. Bid deadline Jan. 26. The Ministry of Education, Technical Education, 60 Gombak Lane, Kuala Lumpur. Tender documents available from above address for M$30 per set (about $10).

● 35400—SOUTH AFRICA — Semi-continuous billet mill and associated equipment. Tender N7; bid deadline Feb. 1. The Head, Capital Buying, South African Iron & Steel Corp. (ISCOR), P.O. Box 450, Pretoria, Transvaal. Tender documents available from the above address for deposit of $140 refundable on receipt of bona fide tender.

35480—KOREA—Machinery for making air, oil, fuel filters for autos, construction equipment. Jong & Co., Ltd. (imp., dist., agent), I.P.O. Box 3287, Seoul. WTD in prep.

35482—AUSTRIA—Electric boring machines with attachments, accessory tools; other electric hand tools for hobbyists. "Hauco"-Werkzeuge, Oskar Hausenbichl & Co. (dist., agent), Albertgasse 30, P.O. Box 264, A-1081 Vienna. WTD 12/70.

Special industry machinery

● 35500—ALGERIA—Spare parts for oil and soap plants, including: gages, etc. Bid deadline Jan. 30. Societe Nationale des Corps Gras, 13 Ave. Claude Debussy, Algiers. Specifications available on short-term loan from the Dept. of Commerce, General Industries Div., BDC-647, Washington, D.C. 20230 (202-967-5585).

● 35500—MALAYSIA — Design, supply, erect, install, complete, test, maintain and guarantee of electrical mechanical and civil engineering works for the second extension for the FLDA Jerangau oil palm mill, District of Dungun, Trengganu. To be included: one sterilizer building, kernel store and extension of the boiler house building; complete processing plant for the production of palm oil and palm kernels; storage and handling equipment for palm kernels; steam and electricity generating plant; extension of the existing steam, water and electricity supply and distribution systems to all plants supplied in this contract; foundations and floors for all buildings, structures and plants supplied in the second extension; surface water drainage system and drains inside and around buildings; minor earthworks in trimming site to required levels. Tender No. BK 104/70; bid deadline Feb. 26. Specifications available on short-term loan from the General Industries Div., BDC-647, Dept. of Commerce, Washington, D.C. 20230 (202-967-5585).

35552—SWEDEN—Zinc cylinders, used in production of punched cards for automatic data processing machines. Face length of cylinder 950 millimeter; outside diameter 59.5 millimeter; conical bore to give inside diameter of 49 millimeter at one end, 53 millimeter at other end. Lundquist & Janssons AB (imp., dist.), Norra Agatan 10, S-416 64 Goteborg. WTD 12/69.

35592 — GERMANY — Foundry machinery and equipment. Moldings and mixers, continuous and other, centrifugal molding machines, foundry lifting equipment. Heinrich Herring, Maschinenfabrik (dist., mfr.), 11 Oelkinghauser Strasse, 583 Schwelm. WTD in prep.

35595—LEBANON—Equipment for lime producing factory: complete lime furnace, daily capacity 30 tons; complete lime pulverizer, capacity per hour 3 tons; aggregate crusher, daily capacity 30 tons. Pierre Alfred Khoury, Haddad Bldg., Adib Ishak St., P.O. Box 4711, Beirut. WTD in prep.

General industrial machinery

● 35600—IRAN—Five pumps, single cylinder, hand portable, four-stroke gasoline engine. Tender No. 1791, 93/49; bid deadline Jan. 23. Ministry of Roads, Iranian State Railways, Tehran. Specifications available on short-term loan from the Dept. of Commerce, General Industries Div., BDC-647, Washington, D.C. 20230 (202-967-5585).

● 35600—SOUTH AFRICA—Two 150-ton basic oxygen furnaces and associated equipment. Tender No. N6; bid deadline Feb. 8. The Head, Capital Buying, South African Iron & Steel Industrial Corp. (ISCOR), P.O. Box 450, Pretoria, Transvaal. Tender documents available from above address for deposit of $210 refundable on receipt of bona fide tender.

● Two complete continuous casting machines and associated equipment. Tender N9; bid deadline Mar. 15. The Head, Capital Buying, South African Iron & Steel Industrial Corp., P.O. Box 450, Pretoria, Transvaal. Tender documents available from above address for deposit of $140 refundable on receipt of bona fide tender.

35611—GERMANY—Water, oil, piston, and proportioning pumps. Direct purchase & agency. B. Wesselbaum, Ing. Buero (importer, agent), 9 Hohenstaufenstrasse, D-7417 Urach, Baden-Wuerttemberg. WTD 11/70.

35612 — GERMANY — Hydraulic fluid power pumps. Direct purchase & agency. B. Wesselbaum, Ing. Buero (imp., agent), 9 Hohenstaufenstrasse, D-7417 Urach, Baden-Wuerttemberg. WTD 11/70.

35622 — GERMANY — Ball and roller bearings, especially taper roller bearings. Schulze-Wechsungen GmbH (importer, dist., agent), 18 Stolberger Strasse, 4 Duesseldorf-Heerdt. WTD 12/70.

35663—AUSTRIA—Component parts, accessories for mechanical power transmission equipment as well as other industrial machinery, particularly newly developed component parts. Direct purchase & agency. Correspondence requested in German. Heinrich Musil K.G. (agent, retailer, wholesaler), Zieglergasse 64, A-1070 Vienna. WTD in prep.

35690—GERMANY—Filter inserts made of cotton, fibreglass, paper, etc. Schumacher'sche Fabrik (mfr.), P.O. Box 207, D-7120 Bietigheim, Baden-Wuerttemberg. WTD 12/70.

Service industry machines

● 35800 — CONGO (K) — Supply and equipment for three laundries. Tender No. 918; bid deadline Jan. 29. Correspondence preferred in French. Conditions and specifications available in French from Monsieur le President du Conseil des Adjudications, Ministere des Travaux, Publics et Communication, Building Administratif, B.P. 10 Kinshasa/Kalina.

35891—ITALY—Microwave ovens, other equip. for bars, restaurants, hotels, communities. R.E.I. (imp., mfr.), Corso Concordia 8, 20129 Milan. WTD 8/70.

35892 — GERMANY — Refuse handling machinery for industrial, municipal uses. Prices c.i.f. European ports. Fred Glesius, Baugeraete, (importer, dist., agent), 4 Duesseldorf, Am Fallhammer 3. WTD 7/70.

Electric transmission equipment

● 36100—NEW ZEALAND—Supply four 10 MVA, 110/19.05 KV HZ single phase outdoor transformers. Tender No. 557; bid deadline Feb. 9. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington, No. New Zealand. Specifications available from Dept. of Commerce, BDC, Rm. 5886C, Washington, D.C. 20230 ★(202-967-4188).

● 36100—NEW ZEALAND—Supply 54 various size outdoor line switches. Tender No. 7760; bid deadline Jan. 21. New Zealand Electricity Dept., Wellington. Specifications available from Dept. of Commerce, BDC, Rm. 5886C, Washington, D.C. ★(202-967-4188).

● 36100—PAKISTAN—Supply five gasoline, six diesel generators, 16 KW; one gasoline, one diesel generator, 35 KW; two gasoline, two diesel generator, 50 KW; two diesel, air-cooled generators, 16 KW. Tender No. 1847/70; bid deadline Jan. 25. IBRD financing. Managing Director, Sui Northern Gas Pipelines Ltd., Monnoo House, 3 Montgomery Rd., P.O. Box 56, Lahore. Specifications available from Dept. of Commerce, BDC, Rm. 5886C, Washington, D.C. 20230 ★(202-967-4188).

36112—KOREA—Complete sets of pulse-echo testers, pressure testers, capacitance unbalance bridge, dielectric testers, related testers for coaxial cable only for communication systems. Sung Pung Enterprises Co. (importer, dist., agent), I.P.O. Box 2089, Seoul. WTD 4/70.

Electric lighting, wiring equipment

●36400 — TRINIDAD, W. I. — Supply 30,000 service connectors and shrouds, Tender No. 2125; 515 pairs safety boots, Tender 2126; bid deadline Feb. 5. Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W. I. Specifications available from Dept. of Commerce, BDC, Rm. 5886C, Washington, D.C. 20230 ★(202-967-4188).

Communication equipment

● 36600—ETHIOPIA—Supply of 150 coin box telephone apparatus. Tender No. 17/70. Bid deadline Feb. 22. Copies of tender announcement and specifications available from the Imperial Board of Telecommunications, P.O. Box 1047, Addis Ababa, or on short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDC-643,

Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-4823).

36622—ISRAEL—Closed circuit television installation, including video tape recorder. The Hebrew University of Jerusalem, Supply Dept., Jerusalem. Attn: E. Livni, Equipment Engineer. WTD in prep.

36624—SPAIN—Electronic navigational aids. Laboratorios Electronicos Aeronauticos, S.A. (LEASA) (importer, dist.), Avenida de Bruselas, 65, Madrid (2). WTD 11/70.

36625—SPAIN—Electronic search, detection apparatus. Laboratorios Electronicos Aeronauticos, S.A. (LEASA) (importer, dist.), Avenida de Bruselas, 65, Madrid (2). WTD 11/70.

36625—THAILAND—Radar for air traffic control, any or all of following systems: approach/en route primary radar; secondary surveillance radar; display consoles; video map generators; and microwave video link. Requests catalogs, c.i.f. Bangkok prices. Interpro Co., Ltd. (importer, dist.), 6/10 Jakabattipong Rd., Bangkok. WTD in prep.

Electrical machinery, equipment, supplies

● **36900—CHILE**—Supply 19 stationary batteries, lead acid. Specification No. 06-7; bid deadline Jan. 20; IBRD financing. Empress Nacional de Electricidad S.A., "WENDESA", calle Santa Rosa No. 76, Santiago. Specifications available from Dept. of Commerce, BDC, Room 5886C, Washington, D.C. 20230 ★(202-967-4188).

Ship building, repairing

37311 — NIGERIA — Fish trawlers, 700 tons. Terms of payment, details, available from Trade Opp. Staff, BDC-541, Rm. 1104, U.S. Dept. of Commerce, Washington, D.C. 20230. Gov. of South Eastern State of Nigeria. Write: Permanent Secretary, Ministry of Trade & Industry, Calabar. WTD in prep.

Motorcycles, bicycles, parts

37510—GERMANY—Accessories, to include high performance tuning kits for all makes of motorcycles. Prices c.i.f. German or European ports. Direct purchase & agency. Eysel Motor Sport (importer, dist., retailer), 3 Gelnhaeuser Str., 6456 Langenselbold. WTD 12/70.

Toys, amusement, sporting goods

39493 — NETHERLANDS — Sporting accessories for hunting, target practice such as shooting-cloth, hunting vests, deerskin goods, gun clearing, cleaning equipment. Exclusive representations. Nederlandsche Wapenhandel v/h Joh. Munts (importer dist., retailer), 11 Damrak, P.O. Box 3532, Amsterdam. WTD 12/70.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Dairy products

20220 — LEBANON — Canned cheese. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (importer, dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

Canning, preserving foods

20332—LEBANON—Canned peas. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (importer, dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

Grain mill products

20423—ITALY—Pet foods for dogs, cats, fish, etc. IMEP-Industria Mangimi Enzo Prevedello (dist., mfr.), Via Pescarotto 45, Padova. WTD 6/70.

Bakery products

20520—LEBANON — Cookies, crackers. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

Confectionery

20730—LEBANON—Chewing gum, bubble gum. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (importer, dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

Beverage industries

20853—PORTUGAL—Bourbon whiskey. Firm would prefer to be contacted by American suppliers capable of also distributing their line of port wines, table wines in U.S. Guimaraens-Vinhos, SARL (dist., agent, port wines, table wines producer), Quinta Dom Prior, Apartado 13, Vila Nova de Gaia. WTD in prep.

20860—LEBANON—Bottled, canned soft drinks. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (importer, dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

Food preparations

20952 — LEBANON — Instant coffee. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (importer, dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

20998 — LEBANON — Powdered cocoa. Agent, distributor in Lebanon, certain other Arab countries. National Export Co. (importer, dist., agent), Wahhab Bldg., Fouad Shehab St., P.O. Box 2917, Beirut. WTD 5/70.

Broad woven fabric mills, cotton

22117—SOUTH AFRICA—Dress materials: cotton, plain, printed, finished; approximately 40¢ to $1 per yd. A. S. Walker & Co. (Pty.) Ltd. (manufacturer's agent), P.O. Box 1787, Cape Town, C.P. WTD 1/69.

Broad woven fabric mills, manmade fiber, silk

22211—SOUTH AFRICA—Drapery, upholstery fabrics. A. S. Walker & Co. (Pty.) Ltd. (manufacturer's agent), P.O. Box 1787, Cape Town, C.P. WTD 1/69.

22218—SOUTH AFRICA—Dress materials: manmade fiber, plain, printed, finished; approximately 40¢ to $1 per yd. A. S. Walker & Co. (Pty.) Ltd. (manufacturer's agent), P.O. Box 1787, Cape Town, C.P. WTD 1/69.

Floor covering mills, products

22790—SOUTH AFRICA—Scatter rugs. A. S. Walker & Co. (Pty.) Ltd. (manufacturer's agent), P.O. Box 1787, Cape Town, C.P. WTD 1/69.

Converted paper, paperboard products

26440 — SPAIN — Wallpaper, machine, screen or hand painted. Cooprint (agent), Fray Leopoldo de Alpandeire, 6, Granada. WTD 11/70.

Industrial chemicals

28180—SPAIN—Industrial organic chemicals. Francisco Celdran Meseguer (agent), Apartado 13.159, Madrid. WTD 12/70.

28190 — SPAIN — Industrial inorganic chemicals. Francisco Celdran Meseguer (agent), Apartado 13.159, Madrid. WTD 12/70.

28198—AUSTRIA—Catalysts for petroleum, petrochemical industries, catalysts for production of sulfuric acid and for ammonia synthesis. Nova-Chemie GmbH (importer, agent, exporter), Haasgasse 10, A-1020 Vienna. WTD 10/70.

28199—AUSTRIA—Adsorbents for cleaning of gaseous, liquid materials; any kind of chemicals for purification of waste waters, polluted air. Nova-Chemie GmbH (importer, agent, exporter), Haasgasse 10, A-1020 Vienna. WTD 10/70.

Drugs

28310 — SPAIN — Biological products. Francisco Celdran Meseguer (agent), Apartado 13.159, Madrid. WTD 12/70.

28330 — SPAIN — Medicinals, botanicals. Francisco Celdran Meseguer (agent), Apartado 13.159, Madrid. WTD 12/70.

Fabricated rubber products

30694—SPAIN—Floor covering, rubber. Cooprint (agent), Fray Leopoldo de Alpandeire, 6, Granada. WTD 11/70.

Plastic products

30790—SWEDEN—Novelties in laminates to be used for wall coverings, furniture coverings, etc. (decorative surfacing materials). Perstorp AB (mfr., exporter), Fack, S-284 00 Perstorp. WTD 6/69.

30798 — LEBANON — Plastic pulley wheels. Naboulsi Freres (importer, mfr.), Sakiet El-Genzir, Ras Beirut. WTD 12/70.

Glass products

32316 — SOUTH AFRICA — Household glassware of all descriptions. M. H. Goldschmidt (Pty.) Ltd. (manufacturer's agent), 84 Longmarket St., Cape Town, C.P. WTD 8/69.

Steel mill products

33120 — TAIWAN — Overaged railroad rails. Maritime Engineering Service (agent, consulting engineer), P.O. Box 265, Taipei. WTD 1/70.

33129 — TAIWAN — Stainless steel for manufacturing kitchen utensils. J. H. Corp., 8-A, Lane 6, Ching Tien St., Taipei. WTD 8/70.

Rolling, drawing, extruding of nonferrous metals

33560—ITALY—Cupronickel, monel, hastelloy, zirconium, tantalium pipes for nuclear, petrolchemical plants. Boccardi, S.a.s. (dist.), Via Cimarosa 11, 20144 Milan. WTD 7/70.

Cutlery, hand tools, general hardware

34211 — ITALY — Barber, hair dresser, manicure shears, scissors, other supplies. Correspondence requested in Italian, French. Mario Ragusa (dist.), Via San G. B. De La Salle 10, 20132 Milan. WTD in prep.

34230—ENGLAND—Hand tools. Demat Ltd. (mfr., exporter), Armour Rd., Tilehurst, Reading, Berkshire. WTD in prep.

34232 — ITALY — Garden tools. Correspondence requested in Italian, French. Mario Ragusa (dist.), Via San G. B. De La Salle 10, 20132 Milan. WTD in prep.

34291—TAIWAN—Overaged railroad car axles. Maritime Engineering Service (agent, consulting engineer), P.O. Box 265, Taipei. WTD 1/70.

34294 — LEBANON — Locks for aluminum doors, windows. Naboulsi Freres (importer, mfr.), Sakiet El-Genzir, Ras Beirut. WTD 12/70.

Fabricated structural metal products

34439—GERMANY—All kinds of metal tanks, vessels. Edwin Eikmeier KG (mfr., agent), 45 Haldenstrasse, 463 Bochum. WTD 10/70.

34432—TAIWAN—Steel plate cuttings. Maritime Engineering Service (agent, consulting engineer), P.O. Box 265, Taipei. WTD 1/70.

Fabricated metal products

34944 — ITALY — High pressure valves for nuclear plants, other technical use. Boccardi S.a.s. (dist.), Via Cimarosa 11, 20144 Milan. WTD 7/70.

Farm machinery

35227—IRAN—Lawn mowers, parts; including hand power; lawn sweepers. Baran Co. Ltd. (importer), 593 Eisenhower Ave., Tehran. WTD 10/70.

Construction, mining, materials handling machinery, equipment

35350 — SPAIN — Conveyors, conveying equipment. Tecnitrade, S.A. (agent), Espanoleto, 24, Madrid (4). WTD 12/70.

35360 — SPAIN — Hoists, cranes, monorails. Tecnitrade, S.A. (agent), Espanoleto, 24, Madrid (4). WTD 12/70.

35370—ENGLAND—Materials handling equipment. Demat Ltd. (mfr., exporter), Armour Rd., Tilehurst, Reading, Berkshire. WTD in prep.

25370—ITALY—Fork lift trucks. Tecnicar Italiana, S.r.l. (importer), Via Tadino 42, 20124 Milano. WTD 2/70.

Special industry machinery

35513 — TAIWAN — Canning machinery. Hwa Hsin Trading Co., Ltd. (importer, agent), 4th Floor, 63, Lane 67, Lin Sen North Rd., Taipei. WTD 11/70.

35530—SPAIN—Woodworking machinery. E. Barreda Lopez-Canti (importer, dist.), Hilarion Eslava, 34, Madrid (15). WTD 11/70.

35593—TAIWAN—Plastics-working machinery for making films. Maritime Engineering Service (agent, consulting engineer), P.O. Box 265, Taipei. WTD 1/70.

35594 — TAIWAN — Tire-building equipment. Maritime Engineering Service (agent, consulting engineer), P.O. Box 265, Taipei. WTD 1/70.

35595—FRANCE—Printed circuit drilling machines, other equipment for manufacture of printed circuits. SAGEM (dist., mfr.), 6 Ave. d'Iena, Paris 16. WTD 11/70.

General industrial machinery

35690—ITALY — Equipment and plants for air, gas and water treatment; filtration and purification plants for all types of waste, sewage, etc. EUROSIMA, S.r.l. (dist.), Via Jenner 14, 20159 Milan. WTD in prep.

35690 — NEW ZEALAND — Industrial waste disposal systems: air, gas, waste treatment, solid waste disposal equipment. Exclusive agency. J. M. Cornish, Marketing Mgr., D. Mc. L. Wallace Ltd. (importer, agent), P.O. Box 12-174, Penrose, Auckland 6. WTD in prep.

Service industry machines

35892 — ITALY — Water purification equipment: industrial type. Ing. Salvatore D'Avino (dist.), Viale Campania 33, Milan. WTD in prep.

Electric transmission, distribution equipment

36111—BRAZIL—KWh meters (AC), rotative type. Staub S.A. Eletronica, Comerico e Industria (mfr., agent), Caixa Postal 30318, Sao Paulo, SP. WTD 7/70.

36112 — FRANCE — Test equipment for testing electrical, radio, communication circuits; test and control equipment for printed circuits. SAGEM (dist., mfr.), 6 Ave. d'Iena, Paris 16. WTD 11/70.

36112—ITALY—Manual and automatic testers for SCR, TRIAC devices, both for laboratory, industrial applications. ELIND (dist.), Via Monte Suello 19, Milan. WTD 9/70.

Communication equipment

36626—FRANCE—Electronic measuring equipment SAGEM (dist., mfr.), 6 Ave. d'Iena, Paris 16. WTD 11/70.

Electronic components, accessories

36740—ITALY—Transistors, integrated circuits, amplifiers, electronic components. M. & F. Marcucci (dist.), Via Fratelli Bronzetti 37, Milan. WTD 4/69.

Electrical machinery, equipment supplies

36930—GERMANY—All kinds of electrotherapeutic apparatus; bloodflowmeters, similar instruments; medical laboratory equipment. J. L. Brueck, Med. Laborbedarf (agent), 207 Ahrensburg, near Hamburg, Stormarnstrasse 14. WTD 12/70.

Ship building, repairing,

37313—GERMANY—Motor tugboats new and second hand; especially interested in "ST" type. Adolph E. H. Ronnebaum (importer, agent, shipowner, shipbroker), 2000 Hamburg 26, Hammer Hof 1 "Ronnebaum-Hus". WTD 12/70.

Transportation equipment

37992—SWITZERLAND — Snowmobiles for all kinds of applications. Michelberger-Industrievertretungen (agent), Zimmerbergstrasse 7, P.O. Box 19, 8803 Ruschlikon. WTD 11/69.

Engineering, laboratory, scientific, research instruments

38110—IRAN—Complete line of laboratory equipment. Elm Now Co. (importer, dist, agent), P.O. Box 1656, Tehran. WTD 8/70.

38110 — ITALY — Instrumentation for hospital laboratories for automatic, rapid analyses; normal laboratory equipment providing competitively priced. Bracco Industria Chimica (dist., mfr., agent), Via E. Folli 50, 20134 Milan. WTD 8/70.

Instruments for measuring, controlling, indicating physical characteristics

38210 — FRANCE — Mechanical measuring, control devices. SAGEM (dist., mfr.), 6 Ave. d'Iena, Paris 16. WTD 11/70.

Optical instruments, lenses

38310 — ITALY — Colorimeters, spectographs, spectometers, particularly but not exclusively for hospital use. Bracco Industria Chimica (dist., mfr., agent), Via E. Folli 50, 20134 Milan. WTD 8/70.

38311—FRANCE—Optical measuring instruments, measuring lasers. SAGEM (dist., mfr.), 6 Ave. d'Iena, Paris 16. WTD 11/70.

Surgical, dental equipment

38410—ITALY — Surgical instruments. Correspondence requested in Italian, French. Mario Ragusa (dist.), Via San G. B. De La Salle, 10, 20132 Milan. WTD in prep.

38421—ITALY—Support stockings. Valente Serra (dist), Corso di Porta Nuova 34, 20121 Milan. WTD in prep.

38430—ITALY—Dental equipment. Correspondence requested in Italian, French. Mario Ragusa (dist.), Via San G. G. De La Salle 10, 20132 Milan. WTD in prep.

Jewelry, silverware, plated ware

39142—ITALY—Cutlery. Correspondence requested in Italian, French. Mario Ragusa (dist.), Via San G. B. De La Salle 10, 20132 Milan. WTD in prep.

Toys, amusement, sporting goods

39491—ITALY—Fishing tackle. Correspondence requested in Italian, French. Mario Ragusa (dist.), Via San G. B. De La Salle 10, 20132 Milan. WTD in prep.

39493 — NETHERLANDS — Swimming pool & water sports equipment for large, public swimming pools, water sports centers; cabins and wardrobe equipment; hair dryers; surfboards; water skis; water bicycles; swimming training aids; floating rope, wall anchors, plastic floats, swimming belts. Exclusive representation. Descriptive literature, price lists requested. J. R. Metzlar N.V. (importer, dist.), 19 Schoolstraat, Blaricum. WTD in prep.

Pens, pencils, office, artists' materials

39530 — JAPAN — Devices for marking fruits with brand names. Susumu Matsuno, Mgr., Import-Export Dept., Nichiyu Koki Co., Ltd. (importer, dist.), No. 11-5 Hatchobori 1-chome, Chuo-ku, Tokyo. WTD 12/70.

Manufacturing industries

39961—SPAIN—Floor covering, linoleum. Cooprint (agent), Fray Leopoldo de Alpandeire, 6, Granada. WTD 11/70.

Wholesalers

50930—ITALY—Iron, steel scraps. Celestri & Co. (dist.), Corso di Porta Romana 89, 20122 Milan. WTD in prep.

50930—TAIWAN—Waste and scrap iron, steel. J. H. Corp. (importer, agent), 8-A, Lane 6, Ching Tien St., Taipei. WTD 8/70.

German Firm Seeks U.S. Ties

The Hamburg firm of Frese & Goedecken, 2000 Hamburg 11, Sandthorquai 23, seeks contact with U.S. firms able to submit offers on new technical products of all kinds suitable for German industry. The importing agent wishes offers from firms producing machinery and equipment; newly developed consumer products such as improved adhesives, paints, surface handling materials for wood; new types of gaskets, sealings, for tube connections. WTD 6/70.

Other Foreign Official Tenders

BRAZIL—Sao Paulo invites bids to provide approximately $5-6 million worth of imported equipment for heart institute of hospital Das Clinicas of medical school of University of Sao Paulo. Bids must be made on whole group or groups of equipment as follows: Group I—Electronic equipment and computer system; Group II—Surgical equipment; Group III—Communications, including closed circuit TV, movies, microfilm and other photography; Group IV—Deep freeze equipment for kitchen; Group V—Miscellaneous equipment; Tender No. 033/71; bid deadline Feb. 3. Specifications available for U.S. $103.52 including airmail, from Hospital das Clinicas, c/o Diretoria do Servico de Material, Avenida Dr. Eneias de Carvalho Aguiar 225, Caixa Postal 8091, Sao Paulo.

EAST PAKISTAN—Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Cable: "SUPPLY", Dacca. Tender No. S-11/123/70-71/IDA (Series "C") was issued for the following equipment and tools: light plants, paint sprayers, drill press, master motor tester, centrifugal pumps, brake drum lathe and checker, battery starter and cell tester, pressure vacuum gage, ring compressors, vulcanizing set, creepers, pipe wrenches, tool kits and boxes, regulator gage sets, universal wheel puller set, hacksaw frames and blades, tap and die sets, brake cylinder hones, pliers, gasoline engine, ignition coils, metric size tools and whitworth size tools, etc. Bid deadline 10 a.m., Jan. 14. IDA credit No. 49 (Pak). Tender documents available for Rs. 25 (U.S. $1.00=Rs. 4.76) per set from above address or on a short-term loan from the Dept. of Commerce, International Liaison and Trade Opportunities Staff, BDC-541, Washington, D.C. 20230 ★(202-967-4674).

INDIA—The Assistant Chief Engineer, Ganga Bridge Project, Patna, Bihar, seeks bids by May 10 for the design and construction of a high level road bridge with a minimum length of 18,200 feet across the River Ganga at Patna. The project's drawing specifies that the bridge carry a roadway of 24 feet, 6 inches and a footpath of 6 feet, 6 inches in width on both sides of the roadway. Alternative offers considered. Tender documents available from the Superintending Engineer, Ganga Bridge Project, Patna, India for U.S.-$214.

INDIA—The Deputy Chief Engineer (CP) P&T Directorate issued Tender No. 162-6/70-TPL (C&P) for the supply of five digit telephone subscriber meters. Bid deadline Feb. 22. Copies of tender announcement and specifications available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, or on short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDC-643, Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

INDIA—The Deputy Chief Engineer (CP) P&T Directorate issued Tender No. 162-21/70 TPL (CP) for the supply of negative impedance repeaters for telephone cables. Bid deadline Feb. 17. Copies of tender announcement and specifications available from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008 for $2.50 per copy, or on short-term loan to firms located in the U.S. from Communications-Electronics Div., BDC-643, Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

KENYA—Tenders will be invited on the Kamburu Hydro-electric Development projects; World Bank loan. The Tana River Development Co. plans to construct a hydro-electric development of 75 mw nominal capacity on the River Tana 160 km. east northeast of Nairobi. Development includes a rockfill dam, an intake, vertical shaft, and pressure tunnel, underground power house containing two and ultimately three Francis turbine generators and a 3,000 meter long tailrace tunnel, and related projects. Prospective contractors are asked to submit contracts in which interested: Contract No. KAM. 110, main civil works; Contract No. KAM. 810, turbines and inlet valves; Contract No. KAM. 660, generators; Contract No. KAM. 120, gates; and Contract No. KAM. 640, transmission line. Also submit a description of works comparable to these contracts which they have performed in the last 10 years. Write: Secretary, Tana River Development Co. Ltd., Shell & B.P. House, Box 7936, Nairobi, and Engineering & Power Development Consultants, Marlowe House, 109 Station Rd., Sidcup, Kent, United Kingdom. Copies of the announcement available from the Dept. of Commerce, BDC-645, Washington, D.C. 20230 (202-967-5289), and Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

NEW ZEALAND—The Controller of Stores, Post Office Headquarters, extended the bid deadline for telephone equipment from Feb. 18 to Mar. 31. (See *Commerce Today*, Oct. 5, p. 51).

PARAGUAY—The Paraguay Government water and sewer agency, CORPOSANA, called for the prequalification of construction firms for a forthcoming tender on the construction of a $3 million storm sewer system in Asuncion. World Bank financing. Project consulting firm: Louis Berger, Inc., East Orange, N.J. Prequalification forms available at CORPOSANA, Avenida Espana 498, Asuncion, for U.S.$8.

SUDAN—An order for construction of teacher training college buildings at Omdurman (approximate value, $1.7 million) and two agricultural institute buildings to house 600 students in Blue Nile Province (approximate value, $2.7 million) has been issued. World Bank financing. Write by December 31 to Norman & Dawbarn, P.O. Box 118, Khartoum Central, for prequalification questionnaire which must be completed and returned before Feb. 18. Tenders are expected to be invited in March.

THAILAND—Bangkok has issued Tender Number LIVE-20 for the supply of 121 items of various quantities of tools and 97 items of various kinds and quantities of teaching films, filmstrips, an overhead projector, and projection screen. Tools include drilling tools, electrical tools, gages, hammers, construction tools, lathe mandrel sets, punches and chisels, screwdrivers, snips, wrenches, taps, dies, etc. The films are generally black and white, 16 mm, of 8 to 28 minutes in length, on how to use the various tools used by the Dept. of Vocational Education. There are also varying quantities of film strips, slides, and teaching aids including radio and TV. Bid deadline Feb. 3. Copies of specifications are available on a short-term loan to firms located in the U.S. from the ILTO Staff, BDC-541, Dept. of Commerce, Washington, D.C. 20230 (202-967-4674).

Future Construction Abroad

ARGENTINA—A plan to construct a new 80,000-ton-capacity **grain elevator** at the port of Rosario has been disclosed. Facilities at the elevator will permit unloading of trucks and rail cars at the rate of 2,400 tons per hour, expandable to 3,200 tons; barges bringing grain from upriver ports can be unloaded at 800 tons per hour. Also planned is a new 25,000 ton elevator at the port of San Nicolas, between Buenos Aires and Rosario.

FINLAND—Plans are continuing for **construction of Helsinki's subway.** A test train consisting of three twin-car units was ordered and a Finnish engineering firm has now started work on a three-kilometer test track; an Automatic Train Control (ATC) system for the test track has been ordered from Siemens AG of Germany. The schedule calls for tests to be conducted during 1972 and for international bids for the trains and ATC system to be invited in late 1972 or early 1973. Actual operations are due to begin

in 1976. Contact Unto Valtanen, Director, Rapid Transit Office of the City of Helsinki, 2 Linja 7, Helsinki 53.

FRANCE — SAGEM, a French-owned multinational corporation, announced its decision to increase production capacity in the Manche area by **creating two new production units.** One plant will be located at Cherbourg, will cover 12,000 sq. meters and will produce data-teleprocessing equipment including teleprinters. Within the next four years, SAGEM plans to employ 1,400 persons there. The second plant will be located at Coutances and will be linked to SAGEM's existing facility at Fougeres. A third plant is being constructed in Pontoise near Paris to produce electronic equipment for the aerospace industry—some of it under Litton license. Much of this equipment will be used in production models of the Concorde and French military aircraft.

FRANCE—The "Communaute Urbaine de Lille" has prepared a preliminary plan for the **Urban Development of the Eastern Sector of Lille.** The "Communaute" authorized a preliminary study for a proposed transportation systems to begin in and to tie the eastern sector of Lille to the center city and ultimately into the overall transportation systems linking the entire metropolitan area including Lille/Roubaix/Turcoing. Contact Monsieur Elie de Caluwe, Secretaire General Adjoint de la Communaute Urbaine de Lille, Rue de Ballon, 59-Lille.

FRANCE—Holiday Inns, Inc., Memphis, plans to develop a 300-room **motel** in the redevelopment area of Lyon and a 300 room **motel** in the Rungis area of metropolitan Paris. The latter project envisions ultimate expansion to 900 rooms including associated restaurant and recreational facilities. A 300 hectare area of land has been purchased for motel and recreational development in the Lodeve region of the Herault Department (34) of Southern France.

FRANCE—In the industrial zone of Seclin, near Lille, construction has begun on a plant of the Societe Generale de Mecanique Aeronautique, subsidiary of the Breguet-Dassault group. This plant will **produce aircraft components** for the Mercure 140 passenger short-haul twinjet. Construction of the first unit will take 12 to 15 months and operations will start in 1972. A second unit will then be erected. In 1975, the firm is expected to employ 850 persons. The total investment will be about 125 million francs.

FRANCE—The real estate firm of BEBA (Bureau d'Etudes de Beton et Architecture), is seeking U.S. aid from firms for developing **construction projects** north of Paris at the site of the new major Paris airport (Paris-Nord, Roissy-en-France). A **hotel** is to be constructed accommodating in-transit passengers and airport personnel; space will also be provided for congresses; restaurant and other commercial facilities are also planned. The hotel is in association with various international airlines. Contact Mr. Saint-Leger, BEBA, 228-230, rue Lecourbe, 75 Paris 15e.

FRANCE — Hewlett-Packard announced its intention within the next two years to **erect a plant at Grenoble.** The first of several buildings will probably cover 6,000 sq. meters and will employ 300 persons. The facilities will be used for both production of instrumentation and R & D. Long term plans call for an industrial complex covering 54,000 sq. meters employing about 3,000 persons.

ISRAEL—An Israeli firm is erecting a $2.5 million **methanol plant.** Much equipment has not been ordered. The firm hopes to begin production in about 18 months. The ICI low-pressure process (50 atmospheres) will be used to manufacture methanol from naphtha. The company prefers to order equipment as needed. Write C. Ganor, Project Mgr., Dor Chemicals, Ltd., Atlit, Israel. Cable address: GADCHEM HAIFA; Telex: 04-752. A list of equipment desired may be obtained from the Dept. of Commerce, ILTO Staff, BDC-541, Washington, D.C. 20230.

JAPAN—A five-year **airport/equipment improvement plan** has been proposed. The plan includes: construction of new international airports including one in Tokyo and another in the Osaka area; remodeling existing airport facilities; integrated countermeasures against airplane noise. Cost of the plan is estimated at U.S.$1.58 billion.

KOREA—The Korea Institute of Science and Technology (KIST) and the Battelle Memorial Institute have completed a **Development Plan for the Mechanical Engineering Industry** in Korea. The project was financed by the Korean Economic Planning Board. To review this study, contact K. L. Kollar, Director, Construction & Engineering Services Div., BDC, Dept. of Commerce, Washington, D.C. 20230 (202-967-4346).

NEW ZEALAND—Plans are proceeding for construction of the "Duke of Wellington" **hotel** in Wellington, a joint venture of American Airlines and a New Zealand firm. Write Williams Development Boldings Ltd., Attn: A. D. P. Williams, P.O. Box 2013, Wellington, 1. Construction of the 250 room, 30 floor building is scheduled to begin in early 1971.

SENEGAL—The Government of Senegal is interested in being contacted by U.S. firms on the following projects: **dry dock** for ship repair, $3.2 million; five bakeries, $200,000; **cold storage facilities,** $350,000; **meat canning facilities,** $310,000, and **fish (shark) processing facilities,** $100,000. Contact Louis Alexandrenne, Gen. Mgr., SONEPI (Societe Nationale Etudes-Promotion Industrielle), 4 Rue Maounoury, B.P. 100, Dakar, Senegal.

SPAIN—A commission appointed by the National Institute of Industry is completing a detailed technical study of Spain's fourth major **steel complex** at Sagunto, including a construction timetable and financing requirements. The plant will probably not go on stream until 1978, but American businessmen should be alert to opportunities for supplying technical services, investment capital, producers' goods and related industry plant equipment.

THAILAND—The General Manager of the Electricity Generating Authority of Thailand is completing negotiations with the Asian Development Bank for a $19 million loan to help finance **expansion of power transmission** in the rural areas throughout northern and northeastern Thailand. The project will cost about $35 million and will take about 4 years. A counterpart fund of $16 million in local currency is being provided through a loan obtained from the Thai Ministry of Finance. The project will involve purchases of electrical equipment, transformers, cable, line construction equipment, and erection of substations. Procurement will be made by international bidding. Certain construction may require the service of foreign engineering contractors, which will be selected by means of prequalification and direct negotiation. Tender specifications are now being drawn up and a series of tenders will be issued gradually beginning about the middle of 1971. Write: Thongrojana Pojanart, Deputy Gen. Mgr., Electricity Generating Authority of Thailand, Rama 6 Bridge, Bang-Kruey, Nonthaburi.

THAILAND—The Electricity Generating Authority of Thailand has received approval for a $4 million project to include a 19 megawatt generator, switchyard, steel penstock, and high tension transmission lines to **link the Kaeng Krachan Dam at Petchburi, 160 kilometers southwest of Bangkok, with the Cha-Um Substation** which is about 35 kilometers from the hydro-power plant. Construction and purchases may begin by the end of 1971 and the project is scheduled for completion in three years.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which copies may be obtained by firms domiciled in the United States from the Department of Commerce, BIC-924, Washington, D.C. 20230, and from Commerce Field Offices. The price is $1 per list for each country.

American Firms, Subsidiaries and Affiliates—Nicaragua, December 1970

American Firms, Subsidiaries and Affiliates—Pakistan, December 1970

Visiting Buyers And Officials

FRANCE—Alain Pierre Rossi, Cre-Rossi, 40 cours Aristide Briand, 69 Lyon (4), **interested in purchasing furniture.** Jan. 1 via Chicago for two or three weeks. c/o American Furniture Mart, International Home Furnishing Show, 666 Lake Shore Dr., Chicago, Ill. 60611. Itinerary: Chicago, New York, Washington, D.C., Boston. WTD 12/70.

FRANCE—Etienne M. LeDuc, SEMA (Metra International), 9 rue Georges Pitard, 75 Paris 15e, **interested in development and productivity methods used by public works and building firms on construction sites.** January 10 via Los Angeles for three weeks. c/o French Consulate, Los Angeles. Itinerary: Cities in southern California. WTD 5/70.

International Business Reports

***GATT Activities in 1969/70*, 47 pp. $1.50. *International Trade 1969*. 206 pp. $5. GATT, Geneva, Switzerland.**

The review of GATT's activities in 1969/70 reports on the growth in world trade, some current problems, and work in progress at GATT aimed at further liberalization of trade. Included are sections on expansion of trade, trade and development, and particular problems in 1969/70.

International Trade 1969, the latest annual report on international trade prepared by GATT, analyzes both recent developments and prospects for the near future. It provides detailed information on world trade in individual products, and on trade developments in major marketing areas and individual industrial and developing countries. Comprehensive statistical data supports the text.

Write: UNIPUB, Inc., P.O. Box 433, New York, N.Y. 10016.

***Special 1970 Business Directory*. American-Hellenic Chamber of Commerce, Athens. 306 pp. Surface mail $6, air mail $9.**

This directory lists all Chamber members together with a description of their activities, U.S. firms represented in Greece and names of their agents, and American subsidiaries and affiliates established in Greece. Also provided is other data including import-export tables, Greek foreign trade regulations, and marketable products.

Write: American-Hellenic Chamber of Commerce, 17 Valaoritou St., Athens 134, Greece.

***Swiss Market Survey*. Published by the Association for the Publication of the "Swiss Market Survey." 1970. 202 pp. $13.95.**

The third edition of this publication, a documentation of all aspects of the Swiss economy, is approximately half-filled with useful tables. The chapters deal with: geography, demography and politics; general facts of the Swiss economy, including agriculture, mines and quarries, industry, arts and crafts, building (civil engineering), power, services, and scientific research; the psychological portrait of the consumer and his salaries and wages; distribution and commercial organization, which includes foreign trade control, legal regulations, structure of distribution in Switzerland, and marketing; and addresses.

Write: "Association for the Publication of the Swiss Market Survey", 3rd edition, rue de Bellefontaine 18, 1001 Lausanne, Switzerland.

***A Statement of the Laws of El Salvador in Matters Affecting Business*. Published by the Organization of American States. 215 pp. $5.**

Presents a summary of the relevant constitutional, statutory and regulatory provisions that were in force in El Salvador as of December 1969. Among the 33 chapters are such subjects as Rights and Duties of Foreigners, Investment of Foreign Capital, Labor and Social Legislation, Taxation, Copyrights, and Patents and Trademarks.

Write: Sales and Promotion Division, Organization of American States, 19th and Constitution Ave., NW., Washington, D.C.

Calendar For World Traders

Jan. 14 — Chicago — International Trade Club luncheon, 12:15 p.m. and international trade forum, 2 p.m., LaSalle Hotel.

Jan. 14—Kansas City—Export development seminar, Commerce Field Office, 1840 Federal Bldg., 2 p.m.

Jan. 14—New York—Overseas Automotive Club luncheon, 12:30 p.m., and meeting, 1:15 p.m., Summit Hotel.

Jan. 18—Dayton—Export seminar on Canada as a market for U.S. products, Moraine Country Club, 2:30 p.m.

Jan. 18—Washington, Pa.—Export luncheon forum, Ramada Inn, noon.

Jan. 19—Erie, Pa.—Export luncheon forum, Serafini's Restaurant, noon.

Jan. 19—St. Louis—"Show You" export workshop, Commerce Field Office, Federal Bldg., 2 p.m.

Jan. 20—Newark—Profits in exports meeting, Small Business Admin. Field Office, 970 Broad St.

Jan. 20—Pittsburgh—Export workshop, Commerce Field Office, 2 p.m.

Jan. 21—New York—FCIB Drug, Chemical & Food Export Club luncheon meeting, Advertising Club, 12:15 p.m.

Jan. 22—Westbury, N.Y.—World Trade Club of Long Island luncheon meeting, Westbury Manor.

Jan. 25—Columbus, Ind.—Luncheon meeting on the role of the Commerce Dept. in foreign trade, Donner Center, noon.

Jan. 25—St. Louis—World Trade Day luncheon, Jefferson Hotel, noon.

Jan. 27—Cincinnati — Global Marketing Program dinner meeting, University Club, 6 p.m.

Jan. 28—Kansas City—Export Documentation Seminar, Commerce Field Office, 1840 Federal Bldg., 2 p.m.

Jan. 28—St. Louis—World Trade Club monthly dinner meeting, Bel Air West, 6 p.m.

Feb. 2—Louisville—Global Marketing Program dinner meeting, Holiday Inn (Zorn Ave.), 5:30 p.m.

New Publications

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Industry profiles. Nov. 312pp. $2.25. This fourth edition presents a statistical picture of economic developments in each of 527 manufacturing industries and industry groups during the years 1958-68. It is designed to provide users of industrial data with a single source of comparable basic industry statistics based on published Bureau of the Census data.

Authorized construction-San Francisco Bay Area: (SP-C). October (SF-C). 6pp.

Industrial diamond and small diamond dies: U.S. consumption and trade in 1969. 12pp. 10¢. This report covers consumption, imports, and exports of industrial diamond (a) crushing bort, grit, and powder, and (b) stones. It also presents data on consumption, production, and imports of diamond wire-drawing dies.

BUREAU OF INTERNATIONAL COMMERCE

Overseas Business Reports

Annual subscription $16 ($5 extra for foreign mailing). Single copy 15¢.

Basic data on the economy of Thailand (OBR 70-57). Supersedes OBR 66-60. 28 pp.

Basic data on the economy of France (OBR 70-61). Supersedes OBR 67-56. 20 pp.

Foreign trade regulations of Mauritius (OBR 70-68). 8pp.

Selling in Israel (OBR 70-71). Supersedes OBR 65-1. 8pp.

Export control bulletin—supplement to Export control regulations. Nos. 33 and 34, 25¢ apiece.

Foreign Economic Trends

Annual subscription $15 ($6 extra for foreign mailing). Single copy 10¢.

Austria (ET 70-134). 12pp.

Guatemala (ET 70-135). 12 pp.

Greece (ET 70-136). 16pp.

Singapore (ET 70-137). 12pp.

International Marketing Information Service

Exhibitor's Export Market Guide

Excellent Nordic market continues for U.S. pulp, paper processing equipment (IMIS 70-56). 12pp. 10¢.

World Markets for U.S. Exports

Food processing and packaging machinery and equipment—Argentina (IMIS 70-232). 12pp. 10¢.

Food processing and packaging machinery—Israel (IMIS 70-234). 12pp. 10¢.

Overseas Business Reports

Annual subscription $16 ($5 extra for foreign mailing). Single copy 15¢.

Foreign trade regulations of the Central African Customs and Economic Union (UDEAC) and Chad (OBR 70-65). 12pp. Supersedes OBR 64-98.

ECONOMIC AFFAIRS

BUREAU OF THE CENSUS

Small-area data notes. Vol. 5, No. 11. 8pp. 10¢. Highlights census products and services as well as new developments in other Census Bureau programs

1970 Census users' guide. Part II. 388pp. $2.75. Contains appendixes specifically related to the use of census summary tapes and Address Coding Guide. It is concerned exclusively with computer tape products.

Construction and Housing

1970 Census of Housing

General Housing Characteristics—Advance Reports

Maine (HC(V1)-21). 8pp. 30¢.

New Hampshire (HC(V1)-31). 8pp. 30¢.

South Dakota (HC(V1)-43). 12pp. 30¢.

Vermont (HC(V1)-47). 8pp. 30¢.

Construction Reports

Value of new construction put in place: October 1970 (C30-70-10). Annual subscription $1.50, includes monthly and annual supplement. Single copy 10¢.

Housing completions: August 1970 (C22-70-8). Annual subscription $1. Single copy 10¢.

Distribution and Services

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States, for the week ending Dec. 12 (CB 70-381). 2pp. 10¢.

Monthly wholesale trade: October 1970 (BW-70-10). Sales and inventories. Annual subscription $1.50 (50¢ extra for foreign mailing). Single copy 15¢.

Monthly selected services receipts: October 1970 (BS70-10). Annual subscription $1. Single copy 10¢.

1967 Census of Business

Wholesale Trade—Subject Reports

Value produced, capital expenditures, fixed assets, and rental payments, by merchant wholesalers (BC67-WS10). 42 pp. 45¢.

Foreign Trade

U.S. waterborne foreign trade. Trade area, coastal district, customs district, port of lading or unlading, and type of service: September 1970 (FT 985). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

U.S. airborne foreign trade. Customs district by continent: October 1970 (FT 986). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Governments

Chart book on governmental finances and employment: 1970 (Series GF69, No. 7). September 1970. 24pp. 50¢.

State tax collections in 1970 (GF70, No. 1). November 1970. 48pp. 50¢.

Quarterly report on holdings of selected public employee retirement systems, as of Sept. 30, 1970 (GR 70 No. 3). 1p. 10¢.

Industry

1967 Census of Manufacturers

Area series. A separate report for each State and the District of Columbia presents data for industries and industry groups on value of shipments, value added by manufacturing, employment, payrolls, man-hours, new capital expenditures, and similar information:

Illinois (MC67(3)-14). 64pp. 55¢.

New Jersey (MC67(3)-31). 68pp. 55¢.

New York (MC67(3)-33). 68pp. 60¢.

Population

1970 Census of Population

Final Population Counts—Advance Reports

Alaska (PC(V1)-3). 12pp. 25¢.

Arizona (PC(V1)-4). 8pp. 25¢.

Arkansas (PC(V1)-5). 24pp. 25¢.

Connecticut (PC(V1)-8). 8pp. 25¢.

Dist. of Columbia (PC(V1)-10). 2pp. 25¢.

Iowa (PC(V1)-17). 32pp. 25¢.

Kansas (PC(V1)-18). 28pp. 25¢.

Kentucky (PC(V1)-19). 16pp. 25¢.

Louisiana (PC(V1)-20). 16pp. 25¢.

Nebraska (PC(V1)-29). 24pp. 25¢.

Oklahoma (PC(V1)-38). 16pp. 25¢.

Oregon (PC(V1)-39). 12pp. 25¢.

Rhode Island (PC(V1)-41). 4pp. 25¢.

Tennessee (PC(V1)-44). 16pp. 25¢

Utah (PC(V1)-46). 8pp. 25¢.

West Virginia (PC(V1)-50). 12pp. 25¢.

Consumer Income:

Income in 1969 of families and persons in the United States (Series P-60, No. 75). 144pp. $1.25.

General Population Characteristics—Advance Reports:

Delaware (PC(V2)-9). 4pp. 30¢.

Maine (PC(V2)-21). 8pp. 30¢.

Population of Cities of 25,000 Inhabitants or More:

United States (PC(P3)-2). 12pp. 10¢.

Population of Standard Metropolitan Statistical Areas—Preliminary Reports:

United States (PC(P3)-3). 20pp. 25¢.

SCIENCE AND TECHNOLOGY

NATIONAL BUREAU OF STANDARDS

Preliminary determination of epicenters. Monthly listing, August 1970. 8 pp. Annual subscription, $1.50 (50¢ extra for foreign mailing). Single copy 15¢. These reports list the approximate locations of earthquakes anywhere in the world, with origin time, latitude, longitude, region of occurrence, depth, magnitude, and, when available, comments on damage and casualties and miscellaneous information.

Ionospheric predictions for March 1971. No. 96. Annual subscription $4 ($1 extra for foreign mailing). Single copy 35¢. Issued monthly as an aid in determining the best sky-wave frequencies over any transmission path, at any time of day, for average conditions for the month.

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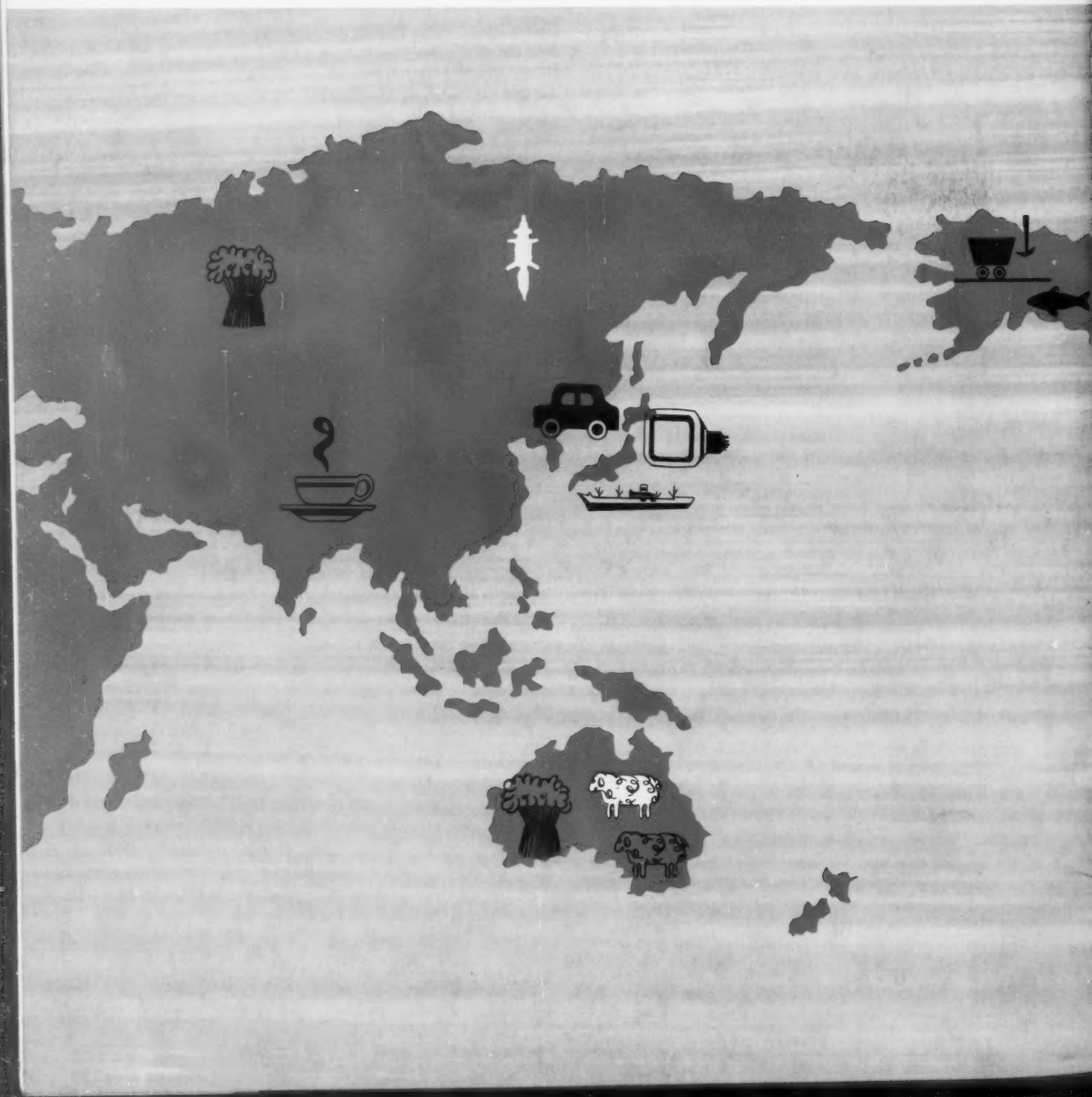
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